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# AMERICAN NURSERYMAN

## AMERICAN NURSERY TRADE BULLETIN

Chief Exponent of the American Nursery Trade

Vol. XLIX No. 8

APRIL 15, 1929

Per Copy 20c

### PAINESVILLE NURSERIES

**A**PRIL is the last chance to cover those provoking shortages. We call your attention to a few special items at right, but are still in position to supply generally in our full line.

#### TREES

#### SHRUBS

#### PERENNIALS

#### ROSES

#### PLANTS

#### FRUITS

#### SEEDS

We promise to give you just as fast service as is humanly possible during the crest of the "rush," which is all any busy nursery can do. Don't you agree those earlier shipments were mighty fine stock?

Even now is not too early to begin planning for fall and getting the drop on early buyers who sometimes pick up all the scarce items before we make up our minds.

### Watch this Bulletin FOR SPECIAL FEATURES. APR. 15, 1929

PEACH—Elberta	9/16, 7/16, 5/16, 18-24 inch
" Fitzgerald	" " " "
APRICOT—Alexander (on Plum)	11/16, 9/16
" Early Golden (on Plum)	9/16
DWF. PEARS—Complete list	5/8, 1/2, 3/8
RASPBERRY—Latham (suckers)	No. 1
" St. Regis (suckers)	"
CURRENT—Fay's	2 yr. 1, 2 yr. 2
GRAPE—Brighton	" "
TREES—Catalpa Bungei	2 yr.-5/6'; 1 yr.-5/6'; 1 yr.-6/8'
" Cherry Sieboldi	3-4', 4-5', 5-6'
" Bechtel's Crab	3-4', 4-5'
" Camperdown Elm	5 ft.-2 yr., 1 yr.
" Maple, Ash-leaf	6-8', 8-10', 10-12'
" Silver	8-10', 10-12', 1 1/2-1 3/4 in.
SHRUBS—Variegated-leaf Althea	2-3', 3-4'
" Deutzia Gracilis	15/18", 18/24"
" Snowberry (White)	18/24", 2-3', 3-4'
" Spirea A. Waterer	18/24", 24/30"
" Viburnum Molle	2-3', 3-4', 4-5'
ROSES—Francis Scott Key	2 yr.—No. 1, No. 1 1/2, No. 2
" Gruss an Teplitz	" " " "
" White Killarney	" " " "
" Red Radiance	" " " "
" Crim. Baby Rambler	" " " "



SINCE 1854

THE STORRS & HARRISON CO.

"Painesville Nurseries"

PAINESVILLE, Lake County, OHIO

39 STATE ST.



ROCHESTER, N. Y.

American Fruits Publishing Co.

*"New York  
State Grown"*

**NURSERY STOCK**  
FRUITS  
ORNAMENTALS  
ROSES  
EVERGREENS

Send for  
Price List

**W. & T. Smith Co.**  
Geneva, N.Y.  
Organized in 1846  
1000 Acres  
in 1928



## SERVICE! 100%

**On Every Order, Large or Small**

Phone, write or wire your orders, and they will have immediate attention, regardless of size of orders.

From our complete line of Fruits, Ornamental Trees, Shrubs, Vines, Perennials and Roses, we can fill your order without delay! And with stock that will grow and give satisfaction!

The planting season is here! Your customers will want quick service. Depend on us to help you with immediate shipment of hardy, dependable stock.

Write for our 60 page Bulletin No. 3, just off the press.

*"One of America's Foremost Nurseries"*

### Mount Arbor Nurseries

E. S. Welch, Pres.

Shenandoah, Iowa

Write for New Wholesale Price List containing new counts on surplus stock. Use business stationery in making application or send business card, for we sell to Wholesale Trade Only.

## Best Tree Digger on Earth



Write for Descriptive Circular and Prices

**Stark Brothers**  
NURSERIES AND ORCHARDS COMPANY  
Louisiana, Missouri

## VERY SPECIAL OFFER

**In Thousand Lots Or Less**

CALIFORNIA PRIVET, 2-3 ft., 3-4 ft.

BARBERRY THUNBERGI, 18-24 in., 2-3 ft.

SPIRAEA VANHOUTTE, 2-3 ft., 3-4 ft., 4-5 ft.

BECHTEL'S FLOWERING CRAB, 2-3 ft., 3-4 ft.

LOMBARDY POPLAR, 6-8 ft., 8-10 ft., 10-12 ft.

CAROLINA POPLAR, 6-8 ft., 8-10 ft.

**Write for Special Low Prices**

**Stock A-1**

Also offer general Assortment True to Name

**FRUIT TREES**

### Kelly Brothers Nurseries

DANSVILLE, N. Y.



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**American Nurseryman Directory of American Plant Propagators**

**Listing Nursery Concerns Which Specialize in Production of Young Stock  
Including That Which Has Heretofore Been Imported**

The American Plant Propagators' Association, Organized in 1919, Will Hold Its Eleventh Annual Meeting in Boston, Mass., July 16, 1929. H. L. Haupt, Hatboro, Pa.

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COMPLETE assortment of lining out sizes. Also larger grades for Landscaping. Send for our wholesale catalog. Also descriptive booklet in colors.

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BALSAM  
CANOE BIRCH  
SUGAR MAPLE  
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Our Trade List is ready.  
Get next to one.  
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★  
**ROSES**  
 Shrubs Cannas   
Lining-out Evergreens  
Send for Trade-List  
**The CONARD-PYLE Co.**  
ROBERT PYLE, Pres. West Grove, Pa.  
Established Nurserymen since 1889

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Nurseries at  
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**FOREST NURSERY STOCK  
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Send for our catalogue  
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MILLIONS OF THEM**  
Seedlings—Transplants—Cuttings  
Grown under glass  
Also Apple Trees, Shade Trees,  
Hedgeplants, Shrubs, Vines, Peony.  
Send for our latest Bulletin  
**Sherman Nursery Co.**  
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wholesale price lists.  
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SEEDLINGS and TRANSPLANTS  
FOR LINING OUT**  
WRITE FOR OUR PRICE LIST  
**THE NORTH-EASTERN FORESTRY CO.**  
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Good assortment of  
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still on hand  
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Write for copy.  
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Choice Broad-leaved and Coniferous  
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Exeter, N. H.

## DIRECTORY OF NURSERY TRADE ASSOCIATIONS OF AMERICA

**American Association of Nurserymen**—Charles Sizemore, secy., Louisiana, Mo.; July 16-18, 1929, Statler Hotel, Boston, Mass.

**Alabama Nurserymen's Association**—Dr. F. T. Nye, Secy., Irvington.

**Arkansas Nurserymen's Ass'n.**—J. E. Britt, Secy., Bentonville.

**California Assn. of Nurserymen**—Henry W. Kruckeberg, 340 S. San Pedro St., Los Angeles, Cal.; Sept. 26-28, 1929, Fresno, Cal.

**Connecticut Nurserymen's Association**—A. E. St. John, Secy., Manchester; July 1929, Lake Compounce, Bristol.

**Eastern Canada Nurserymen's Association**—Chas. K. Baillie, Secy., Box 158, Welland, Ontario.

**Eastern Nurserymen's Association**—H. Lloyd Haupt, Secy., Hatboro, Pa.

**Fruit and Flower Club of Western New York**—J. C. Hoste, Newark, N. Y.

**Illinois Nurserymen's Association**—N. E. Averill, secy., Dundee, Ill.

**Iowa Nurserymen's Association**—Harold J. Parnham, secy., Capitol City Nurs., Des Moines.

**Kansas Nurserymen's Association**—James N. Farley, Sec'y., Topeka.

**Kentucky Nurserymen's Association**—Alvin Kidwell, Secy., St. Matthews.

**Massachusetts Nurserymen's Association**—Winthrop H. Thurlow, secy., West Newbury.

**Michigan Association of Nurserymen**—Mack Newkirk, secy., Monroe.

**Minnesota Nurserymen's Association**—W. T. Cowperthwaite, Secy., 20 W. Fifth St., St. Paul.

**Mississippi Nurserymen's Association**—M. B. Allen, Lilydale, sec'y.

**Missouri Nurserymen's Association**—George H. Johnston, secy., Kansas City Nurs., Kansas City, Mo.

**Nebraska Nurserymen's Association**—Ernst Herminghaus, Secy., Lincoln.

**New England Nurserymen's Association**—W. N. Craig, Secy., Weymouth, Mass.

**New Jersey Association of Nurserymen**—Fred D. Osman, secy., New Brunswick.

**New York Nurserymen's Association**—Charles J. Maloy, secy., Rochester.

**Northern Retail Nurserymen's Association**—C. H. Andrews, secy., Faribault, Minn.

**Ohio Nurserymen's Association**—Royce Pickett, secy., Clyde, summer meeting in Lake County District.

**Oklahoma Nurserymen's Association**—Mrs. W. E. Rey, 2545 W. 13th St., Okla. City.

**Pacific Coast Association of Nurserymen**—C. A. Tonnerson, Sec'y., Burton, Wash., July 11-13, 1929, Marcus Whitman Hotel, Walla Walla, Wash.

**Pennsylvania Association of Nurserymen**—Floyd S. Platt, secy., Morrisville, Pa.

**Rocky Mountain Nurserymen's Assn.**—Chas. C. Willmore, Secy., Box 382, Denver.

**Rhode Island Nurserymen's Association**—W. W. French, Secy., Kingston.

**Rio Grande Valley Nurserymen's Assn.**—H. L. Bonnycastle, secy., Mercedes, Tex.

**South Dakota Nurserymen's Association**—J. B. Taylor, sec'y., Ipswich.

**Southeastern Nurserymen's Ass'n.**—Otto Buseck, Sec'y., Asheville, N. C.

**Southern Alabama Nurserymen's Ass'n.**—W. H. Pollock, secy., Irvington.

**Southern California Nurserymen's Ass'n.**—A. V. Wagner, Wagner Nurseries, Pasadena, Cal.

**Southern Nurserymen's Association**—W. C. Daniels, Sec'y., Pomona, N. C., Sept. 11-12, 1929, Birmingham, Ala.

**South Texas Nurserymen's Ass'n.**—R. H. Bushway, Secy., 304 McGowen Ave., Houston.

**Southwestern Nurserymen's Association**—Thomas B. Foster, Sec'y., Denton, Tex., Sept. 4-5, 1929, Fort Worth, Tex.

**Tennessee Nurserymen's Association**—Prof. M. G. Bentley, secy., Knoxville.

**Twin City Nurserymen's Association**—H. G. Loftis, Sec'y., St. Paul, Minn.

**Western Association of Nurserymen**—George W. Holsinger, Secy., Rosedale, Kan.

**Western Canada Nurserymen's Association**—T. A. Torgeson, Sec'y., Estevan, Sask.

**Wisconsin Nurserymen's Association**—W. G. McKay, Sec'y., Madison.

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Special car lot prices.

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1,000 Picea excelsa ..... 1½-2 '	\$ 70.00	400 Retinospora plumosa ..... 2-3 '	150.00
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400 " " aurea ..... 2½-3 '	225.00	500 " ..... 2-2½ '	150.00
500 " " ..... 3-4 '	275.00	500 " hoveyi ..... 1½-2 '	125.00
300 " " ..... 4-5 '	375.00	500 " wareana ..... 1½-2 '	125.00
		500 " ..... 2-2½ '	175.00

Our selection of Fruit Trees, Vines and Ornamental Shrubs is complete. In fact, you will find at Cole's "Everything that is Good and Hardy."

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*Forty-eight Years at*  
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**CLOSING TIME: FOR TRADE ADVERTISEMENTS**

**AMERICAN NURSERYMAN—Semi-Monthly**

1st of Month Issue

First Forms: - 23rd each month

Last Forms: - 25th each month

15th of Month Issue

First Forms: - 8th each month

Last Forms: - 10th each month

If proofs are wanted, copy should be in hand previous to above dates

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## AMERICAN NURSERYMAN ---- April 15, 1929

**EDITORIAL DEPARTMENT**—Communications on any subject connected with Commercial Horticulture, Nurseries or Arboriculture are cordially invited by the Editor; also articles on these subjects and papers prepared for conventions of Nursery or Horticultural associations. We also shall be pleased to reproduce photographs relating to these topics, Orchard Scenes, Cold Storage Houses, Office Buildings, Fields of Stock, Specimen Trees and Plants, Portraits of Individuals, etc. All photographs will be returned promptly.

**Advertising**—Last forms close (semi-monthly) on the 10th and 25th of each month. If proofs are wanted, copy should be on hand one week earlier.

"AMERICAN NURSERYMAN" is distinctive in that it reaches an exceptional list and covers the field of the business man engaged in Commercial Horticulture—the carlot operator. Here is concentrated class circulation of high character—the Trade Journal of Commercial Horticulture, quality rather than quantity.

"AMERICAN NURSERYMAN" will not accept advertisements that do not represent reliable concerns.

**SUBSCRIPTIONS**—"AMERICAN NURSERYMAN," published semi-monthly, on 1st and 15th, will be sent to any address in the United States for \$2.50 a year; to Canada or abroad for \$3.00 a year. Single copy of current volume, 20c; of previous volumes, 25c.

RALPH T. OLCOTT  
Editor, Manager

AMERICAN FRUITS PUBLISHING COMPANY INC.

39 State Street,  
Rochester, N. Y.

**WHAT THIS MAGAZINE STANDS FOR**—Clean chronicling of commercial news of the Planting Field and Nursery. An honest, fearless policy in harmony with the growing ethics of modern business methods.

Co-operation rather than competition and the encouragement of all that makes for the welfare of the trade and of each of its units.

Wholesome, clean-cut, ring true independence.

**INDEPENDENT AND FEARLESS**—"AMERICAN NURSERYMAN" makes no distinction in favor of any. It is untrammelled in its absolutely independent position and is the only Nursery Trade publication which is not owned by nurserymen.

"This Magazine has no connection whatever with a particular enterprise. Absolutely unbiased and independent in all its dealings."

Though it happens that its place of publication is in the eastern section of the country, it is thoroughly National in its character and International in its circulation.

Its news and advertising columns bristle with announcements from every news corner of the Continent.

It represents the results of American industry in one of the greatest callings—Commercial Horticulture in all its phases of Nursery Stock, Orchard and Landscape Planting and Distribution.

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# Extra Choice Lot of H. T., H. P. and Climbing Roses

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*Offered to the Wholesale Trade Only. Please use printed stationery in placing orders or asking for Bulletins.*

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	10	100
400 Alex. H. Gray, yellow, 15-18 in.	\$4.00	\$35.00
400 Antoine Riveire, rosy flesh.	4.00	35.00
200 Betty, yellow, 15-18 in.	4.00	35.00
800 Betty Uprichard, salmon pink	4.00	35.00
40 Cheerful orange flame	4.00	35.00
400 Clara Watson, salmon rose.	4.00	35.00
300 Constance, golden yellow.	4.00	35.00
400 Countess of Ilchester, crimson	4.50	40.00
1000 Ecarlate, red, 15-18 in.	4.00	35.00
300 Etoile de France, crimson.	4.00	35.00
200 Frank Dunlop, rose pink.	4.50	40.00
300 Francis Scott Key, dark red, very double, good keeper.	4.50	40.00
1500 Gruss an Teplitz, red, 15-18 in.	4.00	35.00
2000 Hardley, velvety crimson.	4.00	35.00
500 Hoosier Beauty, deep crimson with darker shadings.	4.00	35.00
300 Irish Elegance, apricot, shaded orange pink	4.00	35.00
500 J. L. Mock, clear imperial pink	4.00	35.00
1000 Juliet, old gold and pink, beautiful in the bud.	4.00	35.00
500 K. of K., brilliant scarlet.	4.50	40.00
1000 Lady Hillingdon, deep yellow, excellent for cutting.	4.00	35.00
200 La France, white	4.00	35.00
2000 Los Angeles, flame pink, shaded salmon, one of the finest ever grown	4.00	35.00
200 Louise C. Breslau, coral red shaded yellow, 15-18 in.	4.50	40.00
400 Luxembourg, creamy yellow, 15-18 in.	4.00	35.00
300 Mme. C. Testout, pink	4.50	40.00
500 Mme. Ed. Herriot, coral red and yellow	4.50	40.00
200 Maman Cochet, pink	4.00	35.00
280 Meteor, crimson, best of the old Teas	4.00	35.00
380 Mrs. A. R. Waddell, salmon, 15-18 in.	4.00	35.00
500 Mrs. Chas. Bell, shell pink, fine garden Rose.	4.50	40.00
200 Mrs. Dudley Cross, white.	4.00	35.00
200 Mrs. S. K. Rindge, yellow suffused pink	4.50	40.00
200 Old Gold, yellow	4.00	35.00
200 Ophelia, salmon flesh, shaded rose, 15-18 in.	4.50	40.00
500 Padre, copper scarlet, very popular, yellow at base.	4.00	35.00
200 Pilgrim, inside petals silvery pink, outside rose pink.	4.50	40.00
1000 Radiance, pink, king of Tea Roses	4.00	35.00
500 Radiance, red similar to pink Radiance	4.00	35.00
200 Rose Marie, bright red, a Rose of very high merit	5.00	45.00
500 Souvenir de Georges Pernet, brick red buds, to terra cotta pink	4.50	40.00
700 W. F. Dreer, shell pink, yellow at base	4.50	40.00
130 Willowmere, pink, 15-18 in.	4.00	35.00

### Roses

2 YR., ABOUT 15-18 IN.

Carrying 2 or more branches. Many firms class these as No. 1

\$25.00 per 100, \$200.00 per 1000

HYBRID TEAS	HYBRID TEA—Continued
400 Crimson Queen, red	1000 Mme. C. Testout
500 Ecarlate	190 Mrs. C. Bell
1000 Etoile de France	200 Mrs. S. K. Rindge
200 Francis Scott Key	400 Mrs. W. C. Egan, pink
500 Gruss an Teplitz, fiery red	300 Old Gold
350 Helen Gould, red	300 Ophelia
200 Imperial Potentate, pink	5000 Radiance, pink
500 J. L. Mock	2000 Rad ance, red
200 Kaiserin Auguste Viktoria, white	200 Red Premier
200 Killarney, pink	500 Souv. Geo. Pernet
300 La France, pink	HYBRID PERPETUAL and MISCELLANEOUS
200 Killarney, white	80 Conrad F. Meyer, pink
300 La France, pink	500 F. J. Grootendorst, crimson
1000 Lady Hillingdon	1000 Frau Karl
2000 Los Angeles	470 Geo. Ahrends
300 Luxembourg, yellow	150 Harrison Yellow
1000 Maman Cochet, pink	260 Hugh Dickson
500 Maman Cochet, white	800 Mme. Plantier
100 Meteor	150 Persian Yellow
700 Mme. A. Chate-nay, red	300 Soleil d'Or, yellow

### Roses

2 YR., 8-12 IN.

Good Roots and Few Branches

\$12.50 per 100, \$100.00 per 1000

HYBRID TEAS	HYBRID PERPETUAL and MISCELLANEOUS
400 Killarney, pink	250 Frau Karl
500 Los Angeles	100 General Jack
500 Maman Cochet, pink	100 George Ahrends
200 Padre	200 Mrs. J. Laing
2000 Radiance, pink	200 Soleil d'Or
500 Radiance, red	
300 Souv. Geo. Pernet	
700 Souv. de Claudius Pernet	

### Baby Ramblers

2 YR. NO. 1—FOR 5 IN. AND 4 IN. POTS

For Mothers Day and Decoration Day Forcing

	10	100
3000 Baby Rambler, red	\$3.50	\$30.00
2000 Baby Rambler, red, medium	2.00	15.00
1000 Ellen Poulsen, pink	3.50	30.00
350 Mme. Cecil Brunner, rose color	4.00	35.00
250 Mme. Cecil Brunner, medium	3.00	25.00

2 YR., EXTRA HEAVY, FOR 6 IN. POTS

	\$35.00 per 100:
500 Baby Dorothy, pink	200 Baby Rambler, red
1500 Baby Echo, pink	

### HEDGE PLANTS

	100	1000
10,000 Barberry thunbergi, 3 yr., 2-3 ft.	\$22.50	180.00
5,000 Barberry thunbergi, 3 yr., 18-24 in.	15.00	120.00
15,000 Barberry thunbergi, 3 yr., 12-18 in.	10.00	70.00
30,000 Barberry thunbergi, 3 yr., 9-12 in.	6.00	50.00
10,000 Barberry thunbergi, 2 yr., not transp'd, 18-24 in.	45.00	
10,000 Barberry thunbergi, 2 yr., not transp'd, 15-18 in.	35.00	
3,000 Barberry thunbergi, 2 yr., not transp'd, 12-15 in.	30.00	
400 Privet, Amur River, 4-5 ft., 6 branches and up.	25.00	200.00
2,000 Privet, Amur River, 3-4 ft., 6 branches and up.	15.00	125.00
1,500 Privet, Amur River, 2-3 ft., 4 branches and up.	12.50	100.00
3,000 Privet, Amur River, 2-3 ft., 2 and 3 branches.	10.00	80.00
5,000 Privet, Amur River, 18-24 in., 2 branches.	7.00	60.00
10,000 Privet, Amur River, 12-18 in., 3 branches.	5.50	50.00
5,000 Privet, Amur River, 12-18 in., 2 branches.	4.50	40.00
7,000 Privet, Amur River, 9-12 in.	\$ 3.00	\$ 25.00
15,000 Privet, Amur River, 6-12 in.	2.00	15.00
5,000 Privet, Ibolium, 2-3 ft., 4 branches and up.	8.00	75.00
1,000 Privet, Ibolium, 2-3 ft., 2 and 3 branches.	7.50	60.00
2,000 Privet, Ibolium, 18-24 in., 3 branches.	6.00	50.00
2,000 Privet, Ibolium, 18-24 in., 2 branches.	5.00	40.00
5,000 Privet, Ibolium, 6-12 in.	2.00	15.00
1,200 Privet, Ibota, 3-4 ft., 6 branches and up.	17.50	150.00
3,000 Privet, Ibota, 2-3 ft., 4 branches and up.	12.50	100.00
2,000 Privet, Ibota, 18-24 in., 3 branches and up.	10.00	80.00
10,000 Privet, California, 18-24 in., 3 branches and up.	30.00	
10,000 Privet, California, 12-18 in., 3 branches and up.	20.00	
50,000 Privet, California, 6-12 in., 2 branches and up.	10.00	
800 Privet, Regel, 12-18 in.	12.50	

Bulletins moving frequently showing general line of stock. Ask for it! It's worth having on your desk.

**C. R. BURR & COMPANY, Inc.**

General Nurserymen,

Manchester, Conn.



# AMERICAN NURSERYMAN

[Reg. U. S. Pat. Off.]

## The Chief Exponent of the American Nursery Trade National Journal of Commercial Horticulture

Entered September 6, 1916, at Rochester, N. Y. Post Office as second-class mail matter

WITHOUT OR WITH OFFENSE TO FRIENDS OR FOES, I SKETCH YOUR WORLD EXACTLY AS IT GOES.—BYRON

VOL. XLIX

ROCHESTER, N. Y. APRIL 15, 1929

No. 8

## The Expansion of a Back Yard Garden

Into "Miles of Roses"—Development of an Idea by Fred D. Osman, Proprietor of  
New Brunswick, N. J., Nurseries and Secretary New Jersey Association

### ANNUAL ROSE SHOW STAGED AT THE NURSERIES ATTRACTS MANY

A portrait of Fred D. Osman, the secretary of the New Jersey Nurserymen's Association, was presented in the last issue of the *American Nurseryman*. Mr. Osman is a rose specialist, proprietor of the New Brunswick, N. J., Nurseries. The beginning and development of his business is thus outlined in the New Brunswick Times—the expansion of a back yard garden to "miles of roses:"

Six years ago a young man and his wife used to indulge in a hobby of raising roses in their Montclair back yard. It was very fascinating amusement, so much so that finally they decided to buy some property and go into the business of growing roses. They looked around for a place where the soil conditions were right and other things satisfactory, which eventually proved to be a farm of 92 acres about two miles from New Brunswick on the Franklin Park road.

That is how Mr. and Mrs. Fred D. Osman came to New Brunswick, how the New Brunswick Nurseries came to be established and also why every year about this time people in this vicinity have the privilege of attending a wonderful rose show, staged by Mr. Osman, at his Nurseries.

The idea of this rose show is unique. Practically all varieties of roses are in bloom at this time and people who come to see them have the opportunity of seeing how each variety appears when in flower. Of course in ordering from a catalog the descriptions are given, but nothing can equal seeing the real flower in all its glory of bloom.

Visitors will have no trouble in finding the New Brunswick Nurseries. A big sign has been placed at the entrance, but even without it no one could pass that wonderful display of roses in the field without realizing that they were observing a rose show of no slight merit. All along the front of the field Mr. Osman has had planted samples of every variety of rose that he grows. There they are, the lovely pink, red, yellow and white flowers, each with some special feature to commend them to the fancy of flower lovers. Near by these bushes are repeated by hundreds in rows all in the height of their most perfect bloom.

There will probably be but few who will appreciate another exhibition at the New Brunswick Nurseries that makes as strong an appeal to experienced gardeners and florists as does the floral display and that is the excellent young stock that Mr. Osman has growing for next season, all in even green rows in his field. Each plant seems to say, "I'm growing just because I'm so happy," and there is almost positive proof that they will bring happiness to everyone when they bloom.

"Roses have individuality to me," said Mr. Osman to a Times reporter who had the privilege of an advance inspection of the rose show on Friday, and indeed, as you go about among the different ones they do

seem to be like little people with separate characteristics and personal expressions. But only the grower, who has worked and tended them from the seedling beds, can know the genuine affection that can come for the plants and flowers under their care.

Mr. Osman has as his assistants Carl Rosenberg, manager, who thoroughly understands the cultivation of roses, having been in the same business in Germany. His father and brother-in-law are also employed in the local Nurseries and are all horticulturists of experience and unusual ability.

Mr. Osman has been active in Nursery trade association affairs. For three terms he served as president of the New Jersey Nurserymen's Association, and he has been a member of the legislation, market development and credit report committees of that body. In the Eastern Nurserymen's Association he has been a member of the executive committee and the stock list committee. In the American Association of Nurserymen he has served on the market development arrangements committees and is now a member of the arbitration committee.

### Horticulture in the Near East

Frederick W. Kelsey, well-known Nurseryman, New York City, recently returned from a trip to Mediterranean points. Among other things he writes of he says:

"When we recall that in the parks and gardens in and near Cairo and at the Winter Palace Hotel park at Luxor are ornamental palms and nearly every species of effective trees and shrubs of tropical habit—conifers, rubber trees, oleanders, crotons, bougainvillea, etc., it requires no stretch of the imagination to grasp the color effects on the part of those accustomed to the restricted growth of the hardy varieties in the temperate zones. While many of the ornamental varieties and some of the fruits grown here in the northern states do fairly well in Egypt and Palestine, such as the Oriental plane, poplars, willows and a few of the coniferous trees, yet the incomparable beauty of the tropical growth as in Bermuda and the West Indies, must be seen to be appreciated.

"Excellent examples of this effect are noticeable in the extensive park of Reeds Hotel, Madeira and of the King George Hotel at Algiers, where in each instance the combined effect from the landscape treatment is superb. At Madeira the park is laid out in terraces and some of the trellises of flowering vines are remarkable. One trellis some 60 feet or more in length and about four or five feet in height is a solid mass of bougainvillea flowers, contrasting with the bright light straw-colored flowers, of a tender variety of bigonia; an another terrace, thus adding to the charm of the other tropical colors—all reflected in the deep blue of the Mediterranean directly in front.

"Perhaps the most striking effect of

bougainvillea is on an arch over the roadway entrance to the Winter Palace Hotel directly by the Nile at Luxor. This arch of similar proportions to the Arc de Triomphe, Paris, and the Arch of Titus at Rome, is about 20 feet in height and of equal breadth. On the side viewed from the hotel the entire front space is solidly covered with bougainvillea blossom, the leaves having been removed and not a particle of the stone work comprising the arch in view. This effect is the admiration of everyone who views it.

"Another extraordinary manifestation of the wonders of tree growth is the banyan trees as seen in the City Park opposite the Continental and Shepherd's Hotels at Cairo."

### A Vital Industry

By Warner Lincoln Marsh

The plant-growing business comes very near to being the most vital of all of the industries of our national life. Plants are fundamental—basic. All human life and all animal life is parasitic upon plant life. Life, even the merest existence, would be absolutely impossible without plants. We depend upon plants to keep pure the air we breathe, which they do by consuming the carbon dioxide which we expire and giving off the oxygen which we need. We depend upon plants for everything that we eat, or wear, or use. You can name no commodity which is not a plant or forest product, or which does not require the consumption of plants in its manufacture or preparation. Plants, particularly trees, are the very basis, the ultimate element, of our economic life.

The American Green Cross is a national educational organization which is engaged in telling the people of their dependence upon trees and attempting to warn them of their threatened predicament and its imminence. They are telling us that we cannot exist as a nation without tree resources. They are telling us what we can do about it. They are attempting to protect and to reproduce our tree resources, and to arouse constructive public opinion. That is their specific purpose—their reason for existence.

They hold the future of the Nursery business in their hands. The challenge is clearly up to the plant growers. Can they let the Green Cross fail? Nobody will profit more directly from the success of the Green Cross campaign than you plant growers. If you can be indifferent, if you who handle plants, know plants, love plants, can sit idly by, whom can you expect to do this vitally important work? The Green Cross has undertaken a tremendous task. It needs your help.

Fred Worsinger, Tacony, Pa., has resigned the secretaryship of the Eastern Nurserymen's Association and H. Lloyd Haupt, Hatboro, Pa., has been appointed to the position. Mr. Haupt was formerly secretary of the association.

# Six Hundred Acres For Experimental Work

At Gull Lake Near Battle Creek, Mich.—The Gift of Dr. J. H. Kellogg, of Sanitarium Fame—Horticultural Demonstration a Feature

PROF. NEILSON, CANADIAN HORTICULTURAL EXPERT, IN CHARGE

Michigan State College has recently come into possession of 600 acres to be used for experimental and demonstration purposes, the gift of Dr. J. H. Kellogg, the head of the Battle Creek Sanitarium, who has equipped this farm with a fine set of buildings and has also provided a trust fund of \$200,000, the interest from which is to be used to operate the farm. The farm is located at Gull Lake, 20 miles northwest of Battle Creek. Experimental work already under way or definitely planned includes projects in field crops, stock feeding and breeding, forestry and certain branches of horticulture.

Dr. Kellogg has long been interested in nut culture and a portion of this farm will be devoted to experimental work with that crop.

Besides the trust fund mentioned, Dr. Kellogg has provided a special fund of \$10,000 to finance nut investigations at Michigan State College.

Prof. James E. Neilson, of the extension staff of the Ontario Department of Agriculture, has been engaged to assume charge of this project, under the direction of the horticultural section of the Michigan Agricultural Experiment Station.

Dr. Kellogg is a prominent member of the Northern Nut Growers Association under whose direction (Willard G. Bixby, Baldwin, N. Y., president) Dr. Kellogg's offer of cash prizes for fine native nuts will be conducted, as outlined in recent issues of this journal.

## Standardizing Walnut Varieties

The nut tree survey committee, C. F. Walker chairman, of the Northern Nut Growers Association, has received from Ronald S. Hatton, director of the East Malling Research Station, East Malling, Kent, England, a bulletin "The Vegetative Propagation of Walnuts," by A. W. Witt, of the East Malling Station. In his introduction the author says:

The value of standardizing walnut varieties through vegetative methods of propagation has already been stressed by Spence (1, 2) and Taylor (3). It is well known that trees raised from nuts vary widely in the quantity and quality of their ultimate produce, and that there are abroad superior named varieties which are propagated by budding and grafting. Finally, in view of the fact that many of these foreign varieties are likely not to be hardy under English climatic conditions, the Ministry of Agriculture has assisted in a survey of native seedling nuts in the hope of discovering hardy specimens of value. The work is still proceeding along these lines, and further information about profitable local varieties is invited, but the whole investigation presupposes the possibility of easy vegetative reproduction in this country.

In view of the investigations into methods of vegetative propagation already well developed at East Malling, this Station has co-operated in the work, and serves as the Nursery for the Walnut selections.

The problem which presents itself is twofold:

1. The most practical methods of standardizing the variety by budding or grafting, for this country, selected scions on to rootstocks, in preference to the raising of seedling varieties.
2. The possibility of standardizing the

rootstocks themselves, by propagating them vegetatively also and so ensuring, as in other investigations (4), a uniformity of performance for any given scion variety worked thereon.

1. Since walnut trees are raised both in this country, and in certain other European countries, almost exclusively from seed, it may be suspected that budding and grafting methods in the open, such as those used for apples and pears, are not universally successful, though in most Californian and French Nurseries grafted trees are the rule, and Knight (5) and Lindley (6) have left directions for so doing. Such methods have indeed now been tried on a field scale for three seasons at East Malling. Though, in the case of grafting in the open, some forty-one trees have actually been propagated, this is a very small proportion of the total number attempted—approximately 150.

To some extent, the failure in this country may be due to the difficulty of obtaining, after sunless seasons, really good, well ripened graft wood with a comparatively small pith area. French propagators appear to have the same experience.

Both hard wood and green wood grafting, as practiced at the East Malling Station, are described. Doubtless those especially interested can obtain a copy of the bulletin from the Station.

**To Make Tests of Chestnut**—Experts from the Bureau of Plant Industry in Washington, D. C., in a short time will make tests of Chinese chestnut trees planted twelve years ago, in the wooded sections of parkland in Wilmington, Del., and on several estates, by the park board in conjunction with the fed-

eral government for experiments with the chestnut blight. Tree slips were shipped there from China for experiments to determine their degree, if any, of immunity from the blight, which had attacked practically every chestnut tree in this section. The location of the planted slips has been kept secret by the park board to preserve them for government examination.

## Nut Information Wanted

We wish to ascertain the date at which the first so-called English walnut tree was planted in the eastern United States. Thus far, we have been unable to learn this. If your correspondents can help us out in this matter, we shall appreciate it very much.

E. R. LAKE

Fairfax, Va.

**Grafted Grapes**—Greatly improved quality and increased yields of fruit are the chief advantages to be gained by grafting desirable varieties of grapes on hardy root stocks, says the N. Y. Expt. Station. Such well-known varieties as Delaware, Campbell, Niagara, Concord, Iona, Catawba, etc., have certain defects which detract from their value as commercial possibilities. Some of them set more fruit than they can mature; some are erratic in their bearing habits and are over sensitive to soil conditions; while some have the "off-year" habit to a marked extent or tend to "run-out" or deteriorate in yield and quality. Although grafting is not a cure-all, many of these defects have been overcome by grafting these varieties on hardy root stocks.

## The Men Who Create Demand For I. E. Ilgenfritz' Sons Company Stock



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Representatives of the Noted Monroe Nursery Established Eighty-Two Years Ago at Monroe, Mich.



# A Potent Ally in Nurserymen's Interest

## Is the Effective Activity and Growing Importance of the American Rose Society Whose American Rose Annual Is a Mine of Information

### ROSE GROWING STIMULATES MUCH USE OF OTHER PLANTS

**American Rose Annual**—The 1929 Year Book of the American Rose Society, edited for the society by J. Horace McFarland and G. A. Stevens, is the 14th of these annuals for rose progress. What the society means to general horticulture is fully appreciated, we believe, by all who have been cognizant of its persistent and effective activities. By Nurserymen it should be regarded as a potentially in extending a demand for their products—not only rose plants but other ornamental plants, for a love of roses induces interest in many other ornamentals.

"The 14th successive American Rose Annual," says Mr. McFarland, "follows the time during which the society membership has risen from 286 to approximately 5,000 and from a restricted area on the Atlantic seaboard to strong representation in every state and province in America and in 25 foreign countries. The society is now, I believe, the second largest special flower organization in the world."

The annual is well worth consideration by every tradesman who wishes to be awake to modern trends in rose relations. Some Nurserymen consider its showing of favorite roses in their budding lists. The comprehensive character of the book is striking. It presents to notice every new rose originated in the world.

Readers of this journal ought to have the annual for reading and re-reading and for repeated reference. They can easily obtain it by becoming members of the society through addressing the secretary, a Nurseryman, Robert Pyle, West Grove, Pa. Annual members pay \$3.50 in advance for

the whole or part of the calendar year. They receive the current year's Rose Annual, a membership card good for admission to any rose show sponsored by the society, the Members' Handbook and advice and help upon application.

Space is not available for adequate description of the contents of the book. Every page scintillates with love of the subject intertwined with results of study, experiment and wide observation and experience, forming an unrivaled compendium. Remarkable and highly interesting and instructive are the articles contributed by enthusiastic rose lovers and it is seen at once that the arrangement of the entire material presented could not be more attractively or effectively accomplished than it has been by Editor McFarland. The current issue, together with preceding issues, provide seemingly everything that lovers of roses could desire. The merit of these annuals is such that demand should exhaust first editions necessary in a short time and make necessary other editions. It should be of special interest in this connection to note that a limited number of copies of most of the preceding issues are available at a moderate price. Readers of this journal should seize the opportunity to complete their files of the annual. A requisite for so doing is that the applicant must be a member of the society.

**AMERICAN NURSERYMAN** should be regularly on your desk. A business aid. Bristling with exclusive trade news. Absolutely independent.

#### Nurserymen Back Inspector

J. Stansberry, state inspector, told Portland Nurserymen recently of several experiences with unethical Nurserymen, of which there are four in that district, who insist on ducking the license law, says a report in Western Florist and Nurseryman. Every man present pledged his support to Mr. Stansberry. Mr. Brownell read the legislative bill, which passed the house, as it now stands. Paul Doty started the discussion on the price-cutting sales of stock. A Hood River Nursery has been falsely advertising budding stock, when in reality the trees have been frozen down and are now resprouting. Every Portland Nurseryman is on the lookout for this stock, and there will undoubtedly be fur flying along this line very soon.

Inasmuch as the national association and the Pacific Coast Nurserymen's Association have grievance committees, the Portland Nursery Club made a motion to do the same, that these offenders might be approached by brother Nurserymen and cooperate along a constructive line.

**Let's Give Him Credit**—More often than not, it has seemed, the director of the Educational bureau of the National Campaign has appeared in print as Carey. The name is properly E. C. Cary. It has been thought that it would be necessary to enter Mr. Cary's name in the Book of Standardized Names, but perhaps this notice will be sufficient. He is certainly entitled to credit for the excellent work he is doing. Such credit should not be given to someone else.

## We Grow EVERGREENS Especially

ABIES ARIZONICA  
ABIES FRASERII  
ABIES SUBALPINA  
ABIES BALSAMEA  
ABIES CONCOLOR  
LARIX JAPONICA  
PINUS AUSTRIACA  
PINUS RESINOSA  
PINUS DENSIFLORA  
PINUS MUGHUS  
PINUS MONTANA UNCINATA  
PINUS PONDEROSA  
JUNIPERUS VIRGINIANA  
JUNIPERUS SABINA  
JUNIPERUS SUECICA (Swedish)  
JUNIPERUS PFITZERIANA  
JUNIPERUS TAMARISCIFOLIA  
JUNIPERUS SCOPULORUM  
PICEA CANADENSIS  
PICEA CANADENSIS ALBERTIANA  
PICEA ENGLEMANNI  
PICEA EXCELSA  
THUYA ORIENTALIS AND VARIETIES  
THUYA OCCIDENTALIS AND VARIETIES  
RETINOSPORA (Chamaecyparis) AND VARIETIES

WE ALSO GROW  
A STRONG LINE OF  
ORNAMENTAL  
SHRUBS  
AND  
DECIDUOUS TREES.  
WRITE FOR  
CATALOG  
AND PRICES.

**The SHERMAN NURSERY Co.**  
Department C, Charles City, Iowa

## ... The ... Bridgeport Nursery

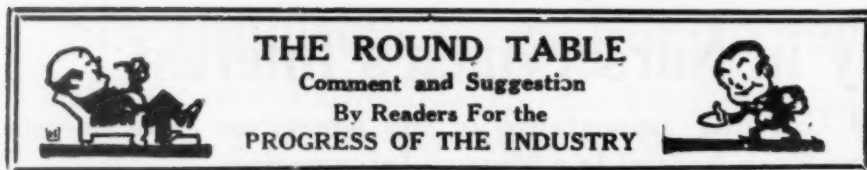
Established 1875

### For Spring 1929

CHERRY—mostly small grades  
APPLE, PEACH, PEAR and PLUM  
CATALPA BUNGEI—2 yr. heads in car load lots  
ELM, SOFT MAPLE, WHITE ASH up to 2½" caliper  
SPIREA VANHOUTTE, 3 yr. heavy, ¾ and 4/5 feet  
in car lots

General line of  
Shade Trees, Shrubs, Evergreens  
Perennials, Roses, Etc.

**C. M. HOBBS & SONS**  
BRIDGEPORT, INDIANA  
Largest Nursery in Indiana



### Wisconsin Crop Conditions

Madison, Wis., March 28—Retail agents have been very badly handicapped in Wisconsin during the past winter on account of the heavy snowfall. This retarded retail sales materially in the rural districts. Our retail business has been about normal during the month of March after the snow diminished sufficiently so that salesmen could resume work on the road.

There seems to be a sufficient supply of most classes of Nursery stock to take care of the demand. Large shade trees and evergreens are not over-plentiful in this section. Fruit trees excepting cherries appear in surplus. We do not believe that this surplus is caused especially by over-production but for the reason that planters are not demanding this class of stock.

Spring is opening up early in this section. We started digging on March 23. This is rather unusual for this section. Stock as a rule has wintered quite satisfactorily.

McKAY NURSERY COMPANY

W. G. McKay, President

### New Varieties Best Sellers

New Carlisle, O., April 2—Our season opened quite late due to late spring but since March 10 orders have come in pretty fast and at this time we are in the midst of a heavy selling season. It is impossible to tell whether sales are going to run any heavier than normal or not.

Wholesale is especially good and we believe that retail demand will run fully as heavy as last year.

The new varieties of both fruits and ornamentals have been the best sellers. There is a scarcity of black raspberries in both tips and transplants.

HOWARD N. SCARFF.

### Rock Gardening Popular

East Boxford, Mass., April 1—Season opening up wonderfully well. Spring is early although we still have plenty of frost in the evergreen blocks.

We are now in our new office on the Nursery grounds, with every facility for efficient service.

The choicest things are short and always will be. Rock gardening is becoming very popular and our wonderfully successful Massachusetts Horticultural Society Flower Show just over has stimulated the desire for the finer material.

HARLAN P. KELSEY,  
Kelsey-Highlands Nursery

### Should Place House in Order

Editor American Nurseryman:

We have always contended that wholesale price lists should be restricted to those entitled to them. When the Nurserymen of the country realize the damage that is being done by broadcasting wholesale lists to planters, park boards, cemetery associations, etc., they will discontinue this practice.

Personally I believe the Nurserymen should place their houses in order first and then they will be in position to ask other

people to cooperate with them. We really think it is poor practice for the Nurserymen to quote wholesale prices in the trade papers. We do not blame the trade papers for printing the advertisements sent them. There are a lot of wholesale and retail concerns who guard their wholesale lists and do not quote cheap prices in trade papers. As time goes on others will see the light and change their policy.

The Nursery business is being put on a high plane. With the advertising campaign that we have inaugurated, we are sure results will be most gratifying to every Nurseryman. It is said nothing succeeds like success and in order to obtain success cooperation is necessary. We know the trade papers are ready to lend their cooperation.

HARRISON NURSERY COMPANY,

York, Neb.

E. H. Smith, Pres.

### Much Price Cutting

Editor American Nurseryman:

I am thoroughly in sympathy with the movement to keep wholesale prices out of trade papers. The trouble is that trade papers are sent to a great many people who are not in the trade and possibly this is unavoidable.

The still worse feature, however, is that Nurserymen are cutting under each other to get any business they can on any terms. I have never observed so much price cutting as I have come in contact with this spring. That is sure to break down the Nursery industry quicker than anything else.

Besides this, I find that a great many Nurserymen are selling to landscape architects, and even to individuals, at a price as low or lower than they offer to the trade.

HARLAN P. KELSEY

### Ethical Considerations Aside

Editor American Nurseryman:

Ethical considerations aside, it is our judgment that it is poor business to print prices of any kind in a trade journal.

HENRY KOHANKIE & SON

H. J. Kohankie

### Would Give Approval

Editor American Nurseryman:

We recently communicated with Nurserymen in regard to the matter of quoting prices in trade papers. Personally, we do not believe it is a good practice; but as long as it is done by other firms most Nurserymen feel that it is necessary to quote prices in order to get the business. We would approve of its being cut out entirely as far as trade papers are concerned.

If any action is taken by the American Nurserymen's Association at the next meeting it ought also apply to the florist papers which often carry Nursery advertisements.

THE COLE NURSERY COMPANY

W. B. Cole

**Trees Stolen from Nursery**—Evergreens of the value of \$75 were stolen last month from the Madison, O., Nursery, C. F. Chubbs, proprietor. Some twenty trees, from 18 in. to four feet in height were taken.

### Lot To Be Said on Both Sides

Editor American Nurseryman:

As to wholesale prices in trade journals I am inclined to think this is more harmful than benefits received.

I realize the wholesale Nurserymen would like to quote prices, reducing correspondence to a minimum and give the purchaser an opportunity to know what the cost of the different items would be. The fact that this information gets into hands of those for whom it is not intended puts a harmful element into such practices.

There is a lot to be said on both sides; but in the final analysis I believe that it would be better for all concerned that no prices be published.

HILLENMEYER NURSERIES

Walter W. Hillenmeyer

### Burden of Argument

A well-known Nurseryman, referring to the whole subject last month said: "It looks to me as though the burden of argument was thrown upon the publishers of the trade papers in watching their mailing lists. I have always felt that the American Nurseryman was extremely particular about this; but you know, of course, numerous florists' papers are circulated among private gardeners and others.

"As far as we are concerned, the trade paper advertisement is no advertisement at all without prices in it."

### Yet Every Dollar Spent

"It is estimated by the American Association of Nurserymen that most home grounds are not much more than one-fifth planted. Yet every dollar spent for trees or shrubs or plants gives increasing pleasure summer after summer and multiplies itself in added value."—Ladies Home Journal editorial, April 1929

### May Cut Bulbous Iris Blooms

Persons propagating bulbous iris under special permits are advised that the cutting of flowers (not foliage) from field plantings of such bulbs is hereafter permitted. This decision is based on the advice of the horticultural specialists of the Department that the judicious cutting of flowers (not foliage) from field-grown bulbous iris will not materially reduce the propagation results.

It should be distinctly understood, however, that this action does not modify in any way, other than as to the cutting of flowers, the conditions of release of bulbous iris imported for propagation under special permit as indicated in HB-194 Revised July 28, 1927, "Utilization of Plants Entered for Propagation."

C. L. MARLATT,  
Chief of Administration

Plant Quarantine  
Washington, D. C.

**Wyoming Mail Regulation**—Plants or plant products addressed to places in Wyoming (other than those bearing a Wyoming Nursery Inspection Tag) are to be accepted for mailing only when plainly marked so that contents may be readily ascertained by an inspection of the outside of the package. Failure so to mark is punishable by a fine of not more than \$100. Sheridan, Casper and Laramie are Wyoming points of terminal inspection.

A new everbearing strawberry originated by T. Kasuga, Japanese experimenter, Butteville, Utah, was described as being superior to all known everbearing varieties. The originator has sold this new berry, called the "Berry Supreme" to R. M. Kellogg, of Three Rivers, Mich., who made a special airplane trip to inspect it. Mr. Kasuga presented a paper on this new berry.



## TRADE NEWS FROM VARIOUS POINTS

Brief Items on Activity Within the Industry—Personal Mention—Plans and Accomplishments

**Aztec Gardens Nursery**, Laredo, Tex., reports increasing demand in northern Mexico for southern Texas Nursery stock in ornamental lines.

**American Horticultural Legion of Honor** has been incorporated by Max Schling and others of New York City, to foster the interests of horticulture on a broad scale and to perpetuate memories of those who have been prominent in this line.

**Harrison's Nurseries**, Berlin, Md., are to be incorporated. G. Hale Harrison is president.

**Roselle Groves**, Lake Hamilton, Fla., Nursery, has been incorporated by A. G. Rosell and others.

**American Rose Society** plans to issue the American Rose Quarterly on June 1, Sept. 1, Dec. 1 and March 1.

**Wilford Perry Nursery**, Provo, Utah, is extending his planting area and is completing his second greenhouse 18 x 110 feet.

**San Mateo Nurseries**, San Francisco, Cal., has added 10 acres and is constructing greenhouses.

**Henry W. Gottschalk**, well-known Nurseryman, recently with C. E. Wilson Nursery Co., Manchester, Conn., joined the staff of Lewis & Valentine, Roslyn, L. I., N. Y., on April 1, as manager of the wholesale department.

**Frank A. Caheen, Jr.**, Devon, Pa.; **T. Lea Perot, Jr.**, and **J. Ralsch**, Philadelphia, are incorporators of **Hiram F. Godwin, Inc.** to conduct a Nursery business in all branches.

**Meadow-Brook Nurseries**, Englewood, N. J., landscaped the grounds of a residence in Homewood, Westchester County, N. Y., a model of which took first prize last month at a permanent home planning exhibition at 18 East 41st street, New York City.

**Leland C. Brown**, president of the New York State Nurserymen's Association, is conducting a retail business with offices in the Brown Brothers Company office building, Rochester, N. Y.

**Harold W. Steck** and others have incorporated the **Steck Nurseries**, Farmington, Conn.; \$50,000.

**Bay State Nurseries**, North Abington, Mass., won the first prize, in exhibit in Boston, for commercial rock gardens. The concern has been awarded the centennial gold medal of the Mass. Hort. Society.

Sons of the late **T. G. Brosius**, Tiffin, O., have taken over the Nursery business operated by their father.

The first tree planting as part of the beautification program sponsored by the Forum of Civics for Houston, Tex., was made last month when 60 camphor trees were set out under the direction of the Teas Nursery Company.

Three justices of the peace have the responsibility of keeping order in the town of Irondequoit, N. Y.. One of them, **Bernard J. Heberle**, is treasurer of the well-known Nursery concern, Brown Brothers Co., Rochester, N. Y.

**AMERICAN NURSERYMAN**, Chief Exponent, twice a month \$2.50 per year. Three years, \$6. Canada, abroad, 50c extra per year.

### Sales Manager Brown Brothers

**T. Frank Andrews** recently became sales manager of Brown Brothers Co., Rochester, N. Y.

Mr. Andrews is a veteran in the business, having been in the Nursery trade 28 years. For 24 years he was with the Chase Brothers Company and is well known throughout the trade. He has long been an active member of the New York State Nurserymen's Association. His reports as chairman of the retail committee of that organization



T. FRANK ANDREWS

have been models of the kind, full of original thought and constructive suggestion in the interest of high grade, up-to-date effective merchandising. They have attracted wide attention.

Another of the particularly attractive catalogues of aquatic plants is that of the Arlington, N. J., Water Lily Gardens showing a wide variety of these plants; also aquariums and other accessories. Full advantage is taken of possibilities of color reproduction.



**EVERGREENS  
EXCLUSIVELY  
Large Nurseries  
Selected Trees**

*Write Us For Prices*

**THE DAISY HILL COMPANY**

NURSERY  
CHAGRIN FALLS,  
OHIO

OFFICE  
TERMINAL TOWER  
CLEVELAND, OHIO

### A SURPLUS OF

## Small Norway Spruce

We must clear some acreage this spring and are willing to sacrifice stock. We offer, Vermont-grown

### NORWAY SPRUCE

9 to 16 inches, once transplanted

**\$25.00 per 1000**

**\$110.00 per 5000**

Did you receive our Bulletin of Lining-out Stock, mailed February 1st? Glad to send you a copy. There are other surplus bargains.

**Kelsey Nursery Service**

50 Church Street, New York City

# AMERICAN NURSERYMAN

## American Nursery Trade Bulletin



CHIEF EXPONENT OF THE  
AMERICAN NURSERY TRADE

Featuring the Nursery Trade and Planting News of American and foreign activities as they affect American conditions. Fostering individual and associated effort for the advancement of the Nursery and Planting Industry.

Absolutely independent.

Published Semi-Monthly by  
AMERICAN FRUITS PUBLISHING CO., INC.  
39 State Street, Rochester, N. Y.

RALPH T. OLCOTT, Pres. and Treas.  
Phones:—Main 5728, Glenwood 760  
Chief International Publication of the Kind

SUBSCRIPTION RATES		
One Year, in advance	- - -	\$3.50
To Foreign Countries and Canada	- - -	3.00
Single Copies	- - -	.20

ADVERTISING RATES on Application  
Advertisements should reach this office by the 10th and 25th of the month previous to the date of publication.

If proof of advertisement is desired, time should be allowed for round trip transmission.

ROCHESTER, N. Y., APRIL 15, 1929

### FOUNDER OF AMERICAN NURSERY TRADE JOURNALISM

THE FIRST Nursery trade paper in America was established in 1893, as long-time Nursery concerns know, and for nearly thirteen years was conducted under the personal and exclusive direction of Ralph T. Olcott, of Rochester, N. Y., who later founded the AMERICAN NURSERYMAN on broad and untrammeled lines.

"The dean of Nursery Trade Journalism."—John Watson.

### IMPORTANCE OF THE TRADE PRESS

In a recent address to men connected with the press, Calvin Coolidge said:

"Whatever has to do with the collection and transmission of information to the public is of the highest importance. It is gratifying to know that this great service to America is in the hands of men of ability and patriotism.

"There is a universal desire to serve the public in this capacity, not only interestingly, but candidly and helpfully. The fundamental institutions of our government scarcely ever fail to receive cordial support. The moral standards of society are strengthened and the intellectual vigor of the nation is increased and quickened by your constant efforts.

"The press is also an important factor in the commercial and industrial development of our country. It carries an amount of scientific information which stimulates both the production and consumption of all kinds of commodities.

"This service is always on the constructive side of affairs, encouraging men to think better, to do better and to live better. Reaching through it all, there is every assurance that today is better than yesterday, that tomorrow will be a better day than today and that faith is justified."

### Awaiting Planting Opportunity

"When they are given the opportunity the people have the innate power to provide themselves with the wealth, the culture, the art and the refinements that support an enlightened civilization."—Calvin Coolidge.

## The Mirror of the Trade

### CAMPAIGN PROGRESS

Effective means for checking results of the National Campaign advertising, so far as reader interest is concerned, lies in the offer in magazine advertisements to send, gratis, the booklet on "How To Plant the Home Grounds," edited by Ernest H. Wilson, keeper of Arnold Arboretum, and world-famous horticulturist.

Thousands of these booklets have been called for and supplied to readers of the periodicals in which the National Home Planting Bureau advertisements are appearing.

There can be no doubt that this single feature of Campaign publicity is educating the public directly to the advantage of Nurserymen generally. In order to reap the greatest rewards subscribers to the Campaign fund should persist in using, effectively the variety of material supplied by Campaign headquarters for localizing results of the nation-wide publicity. It is apparent that in every part of the country receipt of the Wilson booklets is causing popular interest in planting of Nursery stock; and the question at once arises: "Where To Procure?"

National Campaign Manager E. G. Naeckel reports that there are 755 subscribers to the Campaign fund, providing for a revenue of \$162,082.82 annually, cash pledges, on hand or deposited in bank. It is believed that the amount will be largely increased before the Boston convention of the A. A. N. Subscriptions average more than \$200 each. Less than one-half of one per cent of pledges due are unpaid.

Supplies, mats, electros and booklets have been supplied promptly from Campaign headquarters, the demand therefor showing that subscribers have generally and quickly taken advantage of individual publicity means. Much advice has been asked for and supplied in individual cases by the educational department.

The advertising committee has decided to use Hollands Magazine for the South and Sunset Magazine for Pacific Coast territory.

### A MATTER OF DISCRIMINATION

Lack of care in confining circulation of publications containing wholesale prices of Nursery stock directs attention again to the necessity for restricting trade journal circulation to the trade and allied commercial interests. Trouble is that the trade does not discriminate between a medium or mediums that exercise that care; all mediums are classed alike. It would be, of course, a herculean task, if not impracticable, to control the action of the Nursery concerns in the country in this matter.

There is no gainsaying the fact that wholesale prices (in any medium, circulars, trade lists or periodicals) should be restricted to the trade. The ideal is a Nursery trade journal restricted to the trade—to be used confidently as such. But of what use is the ideal if something else is just as good?

Some Nursery concerns are recognizing the distinction and commenting on it; but the use of wholesale advertisements in numerous periodicals continues. It is possible to advertise wholesale trade prices in a Nursery trade journal which makes a special point of confining its circulation to the trade. It is probable that 100% ef-

ficiency in this control is not practicable; but it is clearly to be seen that it is entirely practicable to approach completeness many times nearer in this matter than in the case of printed matter other than a periodical.

### GROWING RESPONSIBILITIES

Three thousand business men are expected at the 17th annual meeting of the Chamber of Commerce of the United States in Washington April 29-May 3, to discuss improvement of economic machinery to meet new and exacting demands in the conduct of rapidly expanding business. The program schedules a wide range of commercial subjects and the entire meeting with its general sessions and its dozen round tables will form a great clearing house of American business experience and opinion.

Nurserymen will do well to follow so far as is practicable, the deliberations at this big conference. Among the subjects outlined are: "The Business Man and His Organizations," by President William Butterworth of the C. C. of U. S.; "What Is the Future of Small Business?," "The Trade Association and the Federal Trade Commission."

The national chamber's interest in trade practice conferences is a logical development of the position taken by it for self regulation by business and the development and use by trade associations of sound codes of business practice.

### One Who Discriminates

A manager of one of the most prominent Nursery concerns in the country which has used wholesale prices in its advertisements in this journal said recently:

"I have always felt that it was the policy of the American Nurseryman to confine its mailing list to those who are trying to make a living out of the Nursery business in one way or another; and there certainly can be no harm in listing prices in such a journal."

Last summer and fall Chase Brothers Co., The Rochester Nurseries, Rochester, N. Y., announced a picture and story contest of Chase plantings. Herbert F. Hastings, 87 Central Street, Athol, Mass., has a climbing American Beauty rose, seven years old which at one time last season showed 1200 roses. Many persons stopped to admire it and asked questions. The Chase Company agent in the Athol territory, Mr. Falcon, advised Mr. Hastings to enter the contest. A picture of the plant was sent in for entry. Last month announcement was made that Mr. Hastings had won the first prize, \$50, in Division C of the contest (rose plantings). There were so many contestants in the three classes, Div. A. (fruit trees and small fruits); Div. B. (shrubs, hedgings and ornamental trees); Div. C. (rose plantings), that it took until March to announce the winners.

Arthur Smith, of the Hillside Nurseries, Manalapan, N. J., formerly with Plainfield Nurseries, Scotch Plains, N. J., died recently. He was born in County Middlesex, England, and came to this country in 1906.



## Exclusively a Nursery Trade Medium

### Wrong Impression Corrected for Benefit of One or More

Generally throughout the trade the **American Nurseryman** is regarded as exclusively a Nursery trade medium, of interest only to Nurserymen and those in allied industries and circulating only in that field. The recent renewed discussion as to circulation of wholesale Nursery trade prices has brought to light an erroneous impression on the part of a Nurseryman that this journal "can be purchased at any newstand where one can buy subscriptions."

There may be one or more others whose mind is not clear on this subject; therefore the reply of the publishers of this journal is appended as a matter of trade information:

Your expression of opinion as to what a trade journal should be exactly coincides with ours. You make these logical points:

- 1—A trade journal intended exclusively for those in the trade it represents should not be obtainable by others than those in the trade.
- 2—It should not be that such a journal can be bought by others than Nurserymen through news agencies.
- 3—It should be an exclusive medium of the trade.
- 4—Business transacted at a Nurserymen's convention should not be made public outside of the trade.

That is precisely the policy, so far as it goes, under which the **American Nurseryman** is published. It does, however, not nearly embrace the principles which have been laid down by the publishers of the **American Nurseryman** during a long period as to what a representative trade journal should be and as to the character of its circulation. The above points being the only ones under consideration at the moment, permit us to reply briefly and specifically to your observations.

First of all, we desire to express our full appreciation of your expression in favor of the proper administration of trade journal publishing. Long association with those in the trade convinces us that the great majority of Nurserymen are wholly agreed with you and with us as to the ethical questions discussed.

Clearly you are not fully posted as to the policy of the publishers of **American Nurseryman**; that situation must be the excuse for statements you make. We desire courteously to correct those statements resulting, we are sure, from lack of full information.

It is not true that "the **American Nurseryman** is a publication that anyone in this country can buy through the newstands."

(Through error of an office clerk some time ago copies of the **American Nurseryman** were sent upon request in a few cases which did not conform to our policy. Immediately vigilance in this matter was doubled).

News agencies and dealers are advised that copies of or subscriptions for the **American Nurseryman** can be obtained only by those in the Nursery or allied trades; that every request for copies or application for subscription is subject to special scrutiny. This is effective, for the reason that no agency nor dealer has any copies of the **American Nurseryman** on hand. Request that copy of the journal be sent or sub-

scription entered must come from the news agent or dealer directly to this office. In the majority of cases the request for copy or entry of subscription is flatly turned down, in accordance with printed instructions as per slip inclosed.

The man at your local news stand who told you you could purchase from him the **American Nurseryman** either was very ignorant on the matter, or he was very well posted on the matter. If he knew you, he knew that, as a Nurseryman, you were entitled to a copy. If he did not know your business he was ignorant of our regulation and would have been promptly enlightened upon receipt of his order sent in to us—enlightened to the effect that in the case of the applicant in question the copy of the journal asked for would be supplied; but that persons other than Nurserymen are not entitled to a copy.\*

You will note that while a Nurseryman may procure a copy or copies of the **American Nurseryman**, it does not follow that "anyone in this country can" etc.

Not only are the applications of news agencies and dealers held up for investigation, but also, the applications of individuals, concerns or associations everywhere. The inclosed questionnaire\*\* goes out in reply to an applicant for a copy of the journal or a subscription, whose right thereto is not known; and investigation is made of the answers given. Numerous applications for copies or subscription are turned down and remittances in payment therefor are returned.

This practice will show that others than those in the Nursery and allied trades are not informed as to what transpires in Nurserymen's meetings; proceedings of such meetings are not made public.

Believe, upon presentment of this information outlining the **American Nurseryman** policy which the majority in the trade have long had, you will be able better to judge

#### \*AMERICAN NURSERYMAN

Is Sent Only To Those in the Nursery Trade

Please note that **American Nurseryman** is strictly a trade journal. Every subscription must be accompanied by satisfactory evidence of qualification to receive the journal—the letter-head or business card or other evidence directly from the applicant. In the absence of such evidence, the publishers will decline the subscription and will return any payment advanced.

AMERICAN FRUITS PUBG. CO., INC.  
P. O. Box 124, Rochester, N. Y.

#### \*\*INFORMATION BLANK

AMERICAN FRUITS PUBG. CO., INC.  
P. O. Box 124, Rochester, N. Y.

To entitle one to receive a copy of **American Nurseryman**, the Chief Exponent of the American Nursery Trade, it is necessary that evidence of connection with the trade be on file in this office.

Please fill out the following blanks and return to us:

Firm name  
Proprietor's name  
P. O. address  
Wholesale or retail Nursery business?  
Acreage in Nursery stock?  
Average age of stock?  
Fruit or ornamental?  
Member of Nursery trade association  
For reference—Names of Nurserymen:  
Please attach one of your letter heads or business cards  
(Signed) .....  
Date: .....

the character of the journal and its producers. The editor founded **Nursery Trade Journalism** in America 36 years ago; he has constantly advocated that which makes for ethical conduct in all trade activities, at times incurring violent criticism for attacking objectionable customs of long standing, but seeing practically every policy he advocated enthusiastically adopted, with personal thanks and apologies in numerous cases.

The inclosed slip "Three Decades" may be of interest if laid aside for perusal when opportunity affords time therefor, since it pertains to Nursery trade matters.

If you know of a Nursery trade journal, or a trade journal in any other trade, that goes as far or further than this, we would be glad to be advised.

Fortunate is the opportunity presented by a discussion of the use of wholesale prices in trade journal advertisements (a matter on which the publishers have no preference, one way or the other) to correct a wrong impression.

Trouble is that many in the trade who use wholesale prices in their advertisements do not discriminate as to the medium or mediums they advertise in—even going outside of the Nursery trade with their trade advertisements.

**Unlawful For Anyone**—A California Legislative measure would make it unlawful for anyone to ship, sell or offer for sale Nursery stock, trees or other plants without obtaining a license from the department of agriculture. This would seem to be in the interest of Nurserymen who alone have long been subject to such a regulation.

**Volunteer Sustaining Fund**—In the interest of the development of California Association of Nurserymen activities, annual contributions to a sustaining fund have been pledged by members: Nine members, \$100 each; 10 members, \$50 each; eight members, \$25 each. Through the initiative of Roy F. Wilcox 50 membership fees have been guaranteed by 30 member concerns.

**Better Variety Program**—The New England states are cooperating on a Better Variety Program and an Apple Pest Control Program for the 1929 season. Connecticut fruit growers topgrafted about 5,000 trees of the old varieties to the New England Seven in 1928, and it is hoped that they will equal or exceed this number during the spring of 1929.

**Arnold Arboretum Expansion**—The Arboretum's regular income, however, is insufficient to provide for any new enterprises, and it cannot afford to mark time or it will speedily lose its position of leadership. The committee appointed by the overseers of Harvard College to visit the Arboretum, appeals for a contribution of \$10 or larger sum toward expansion of its work. Every contributor will receive the Arboretum Bulletins of popular information containing information about all new and interesting plants.

**Plant Explorers in Motion Picture**—All the world's the stage in "Naturalized Plant Immigrants," a new 3-reel picture just released by the Office of Motion Pictures of the United States Department of Agriculture. From windswept plains of Manchuria to the reeking jungles of the tropics one is taken with the department's plant explorers on a search for plants of potential economic value in the United States. The film then follows foreign plant material shipped in by these explorers, through a rigid quarantine and on to plant introduction gardens, where it is propagated, and from which distribution is made to commercial growers. One of them sees crops from these naturalized plants making productive millions of acres throughout the country.

# Airplane Causes Other Quarantine Problems

Something for Horticultural Trades to Think About—Flying Across International Boundaries May Be Regulated—Larger Government Appropriations Perhaps

## LIVELY SCENES AT MIAMI, FLA., AIR PORT RAISE QUERIES

By Assistant Quarantine Inspector A. C. Brown of the Florida Plant Board

THE establishment of an international air port at Miami, Fla., may be quite a feather in the cap of that municipality, may mark a distinct advance in air transport, may be the means of drawing closer together the nations of the western hemisphere, but at this same time it presents a problem that should cause the farmers and fruit growers in Florida many a sleepless night.

Natural barriers such as mountain ranges and the ocean, together with slow transportation, have for centuries acted as a bar to invasion by foreign plant pests. But the airplane has rendered such barriers worthless. These monster passenger and mail planes are making the run between Miami and Cuba in less than three hours, and the trip to Nassau is a mere short spin. Mail planes arrive on regular schedules from Porto Rico, and the route to Panama is in operation. Within a short time a regular schedule between the Argentine Republic and the West Coast countries of South America and Miami will be in operation.

A description of the activities around the airport cannot be appreciated; it must be seen to realize the dangers from the plant quarantine viewpoint. On one afternoon recently eight planes arrived from foreign

countries. Within half an hour one Sikorsky amphibian arrived from Panama; before its "props" quit revolving another of the same type arrived from Mexico. It was necessary to pull these planes off the runway with a tractor to make room for a Fokker tri-motored plane from Nassau which arrived before the Customs could work the two amphibians. This plane was also immediately removed by the tractor in order to allow the mail plane from Cuba to run up to the landing. Four foreign planes with some twenty passengers and their baggage arrived within half an hour.

### Railway Efficiency

"In respect to the factors for which railway managements were wholly responsible, the operating efficiency of the railways in 1928 has shown continuing improvement over that of the past five years. Their general efficiency during this period is marked not only by progress in many of the individual factors of performance and by improvements in the general index of efficiency, but also by the economies which enabled them to maintain their net income against declining traffic and revenues. How long this process can be continued is one of the important problems now confronting the railway industry, the shippers of the country, and the general public."—Report at annual meeting American Railway Association.

### AMERICAN PLANT PROPAGATORS ASSOCIATION

H. Lloyd Haupt, Hatboro, Pa., Secy.

Annual meeting will be held July 16 at 8 p. m., at Hotel Statler, Boston, Mass. Among the speakers will be Dr. A. E. Hitchcock, of Boyce-Thompson Institute, Yonkers, N. Y., whose illustrated talk will be on "Investigations in Propagation of Particular Interest to Nurserymen." William H. Judd, Arnold Arboretum, will discuss some of the newer or not well known plants at the arboretum with suggestions as to their propagation. It is expected that T. D. Hatfield, superintendent of the Hunnewell estate near Boston, will talk on yews, a subject in which he is especially interested. The meeting will be open only to members and those invited.

Charles E. McCrodden was connected with the Wood Harman & Co. Nursery department until 1914 when he left their employ to go in the sand and gravel and contracting business. He has recently commenced growing California privet, having 200,000 growing for this fall's sales and will plant at least 250,000 cuttings this spring. Several thousand young evergreens have been planted. His Nurseries are on Deer Park Ave., Babylon and at Wyandanch, L. I.



Commercial Growers use Plantspur by the ton. Good alike for inside and outdoor use. Free 10-lb. package forwarded for trial on request.

100 lb., \$2.20. Ton, \$38.00

BONE MEAL (Pure Raw Ground Bone)	100-lbs.	Ton
4 1/2 % Ammonia	\$2.85	\$54.50
BONE MEAL FERTILIZER, 3% Ammonia	2.40	45.00
TANKAGE (Blood and Bone)	3.75	67.50
BONE FLOUR, in 100-lb. Bags	2.75	50.00
BONE FLOUR, in 200-lb. Bags	2.60	48.00
DRIED BLOOD	7.25	
SCOTCH SOOT	3.75	65.00



The LIFE TONIC for Rhododendrons, Azaleas, and all Ericaceous Plants 3.00 50.00

Send for full price-list

**GARFIELD WILLIAMSON** Wholesale Only  
46 West Broadway, New York, N. Y.

## PRICES LOWER IN BULLETIN NO. 4

Out Now!

Did you get your copy?

Good Assortment Still Available

**A. WILLIS & COMPANY**

Wholesale Nurserymen

OTTAWA, KANSAS

## STOCK IN STORAGE

1500	ALTHEA, 2-3'
1200	ALTHEA, 3-4'
1500	CORNUS SIBERICA, 2-3'
2500	CORNUS SIBERICA, 3-4'
1600	CORNUS SIBERICA, 4-5'
1500	CORNUS GOLDEN TWIGGED, 2-3'
2000	CORNUS GOLDEN TWIGGED, 3-4'
1100	CORNUS GOLDEN TWIGGED, 4-5'
1200	DEUTZIA GRACILIS, 15-18"
900	DEUTZIA GRACILIS, 18-24"
4000	HONEYSUCKLE MORROWII, 3-4'
2400	PERSIAN LILAC, 3-4'
3000	PHILADELPHUS VIRGINAL, 3-4'
1500	PHILADELPHUS GRANDIFLORA, 4-5'
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# Results of Interesting Study of Bud Sports

Through the Activity of Roy Gibson of the Greening Nursery Company, Monroe, Mich.  
—Some Sports Regarded Superior To Parent Forms

## A QUESTION OF PRACTICAL AS WELL AS ACADEMIC INTEREST

FOR many years, there has been much discussion of the bud-selection question. Much of this discussion has been based on theoretical considerations. The desirability of a careful, comprehensive field study, supplemented by propagation tests is obvious. Such a study was begun by the Horticultural Department of the Michigan Experiment Station a number of years ago. During the last several years, the study has been greatly aided by the cooperation of Mr. Roy Gibson of the Greening Nursery Company of Monroe, who, through long intimate acquaintance with literally thousands of commercial fruit plantations in Michigan, has had exceptional opportunities to note the occurrence of bud sports.

As a part of this study, an attempt has been made to locate as many bud sports or alleged bud sports as possible. Each one has been marked, carefully described, revisited a number of times to check on the permanency of its characteristics, and photographs and other suitable records have been made. Such historical data as were available have been obtained.

Whenever possible, scions were taken from the sport and from the parent form. The resulting trees or top grafts are being grown under conditions which put to the test the degree to which the supposed sport propagates true. In a few cases, data have been obtained on the results of such propagation tests, which were begun some years earlier by the owners of the sporting forms. The investigation is only nicely begun and it will be a number of years before it will be possible to issue a final report.

Nevertheless, the records that are available warrant the following statements that will be of interest to fruit growers: Bud

sports of deciduous fruits are of fairly common occurrence; and, in this study, over 100 such sports have already been located and described and are being put to propagation tests.

Among the more interesting and important types of sporting that have been noted are: russet-fruited varieties of apples, pears, and crab-apples; color variations, from the striped to solid color form or vice versa, in apples, pears, plums, and cherries; late or early ripening forms of cherries and peaches; large fruited or giant forms of apples; semi-barren or unproductive forms; variations in shape of fruit; and variations in length of internode, size of leaves, and the general growth habit and other vegetative characteristics of trees.

Scions from some of these sports, which show variations in season of maturity, productivity, and in color markings, have been growing long enough to demonstrate that they transmit these characteristics when propagated vegetatively. Thus a late-ripening and at the same time shy-producing strain of the South Haven peach which originated as a bud sport on the grounds of the South Haven experimental substation has been propagated vegetatively and has "bred" true in this test. Similarly, there are a number of bearing trees of a russet-fruited Bartlett pear that were propagated by a grower from a bud sport on one of his trees. To what extent the many other sports that are under propagation test will similarly "breed" true cannot be foretold.

A few of these sports would be classed horticulturally as superior to the parent forms from which they have sprung. A larger number would be classed as inferior or degenerate forms. From both the academic and the practical standpoints, the one group is as interesting and as important as the other. Though exact data are not available as to the relative frequency of bud sports in deciduous fruits or as to the per-

centage of trees that are likely to constitute departures from type when no special attention is given to the matter in the cutting of scions, the evidence indicates that the question is of some practical as well as academic interest.

Fruit growers who have noticed what appear to be bud sports in their orchards, whether of an apparently desirable or an undesirable type, are urged to bring them to the attention of the Horticultural Department of the Michigan Experiment Station, that they may be examined and studied in connection with this investigation.

**Chief of Plant Quarantine**—Announcement is made by the U. S. Civil Service Commission that the position of chief of the Plant Quarantine and Control Administration, held by Dr. C. L. Mariatt, is vacant and that applications for the position will be received by the commission until May 1. Entrance salary is \$6,500.

**To Beautify Miami, Fla.**—Mangus Nurseries, Miami, Fla., of 23 acres, employing 15 persons the year around, operated by P. B. Mangus, a graduate of the Missouri University, and his father, Dr. Charles W. Mangus, has supplied a large part of the sub-tropical plants thriving on fine Miami estates.

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First Class Collected Stock  
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In excellent assortment

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Attractive prices will be quoted. Send us your want list.

# Foreign Inquiries As To Plant Importations

Answered by the Import Division of the U. S. Department of Agriculture—Tariff Regulations Regarding Custom Duties—Permits

Several inquiries from readers of *American Nurseryman* in foreign countries who are growers or handlers of Nursery material have been received recently. A typical explanation of conditions is made as follows direct to the inquirer, by N. Rex Hunt, in charge, import division, U. S. D. A.:

Your attention is invited to Regulation 3 of the enclosed copy of Nursery Stock, Plant and Seed Quarantine No. 37. This regulation provides for the importation of rose and fruit stocks for propagation under permit and upon compliance with the regulations supplemental to that quarantine. You will note that stocks of apple, pear, quince and Mazzard cherry may not be imported after June 30, 1930. Permits authorizing the importation of these stocks are issued only to residents of the United States and not to the exporters in foreign countries.

It has been found necessary to restrict the entry of living plant material such as seedlings and novelties for the reasons briefly summarized in paragraphs 2 and 3 of circular HB-105, a copy of which is enclosed. It will be noted that provision is made in Regulation 14 of this quarantine for the importation in very limited quantities

of new or unavailable plants (species or varieties) solely for the purpose of keeping the country supplied with new varieties and necessary propagating stock, or for any necessary experimental, educational or scientific purpose (see paragraphs 13 to 26 of circular HB-105). Again as with the rose and fruit stocks mentioned above special permits authorizing the importation of new varieties and necessary propagating stock are issued only to residents of the United States.

Paragraphs 752 and 753 of the Tariff Act of 1922, quoted below, furnish the information you desire concerning the duties on the plant products mentioned in your letter:

"Seedlings and cuttings of Manetti, multiflora, briar, rugosa, and other rose stock, all the foregoing not more than three years old, \$2 per thousand; rose plants, budded, grafted, or grown on their own roots, 4 cents each; cuttings, trees, shrubs, or vines, and all Nursery or greenhouse stock, not specially provided for, 25 per centum ad valorem.

"Seedlings, layers, and cuttings of apple, cherry, pear, plum, quince, and other fruit stocks, \$2 per thousand; grafted or budded fruit trees, cuttings and seedlings of grapes, currants, gooseberries, or other fruit vines, plants or bushes, 25 per centum ad valorem."

## TRANSPORTATION

Class I railroads in the first nine months last year made capital expenditures for new equipment and additions and betterments to property, used in connection with the transportation service, aggregating 500 million dollars, according to a report submitted by the Bureau of Railway Economics at the regular fall meeting of the American Railway Association in New York, November 21.

Compared with the corresponding period in 1927, this was a decrease of 70 million dollars, or 12 per cent, while it also was a decrease of 129 million dollars, or 20 per cent, under the corresponding period of 1926.

Expenditures for improved railway plant, aggregating more than six and a half billion dollars in nine years, comprise one of the significant contributions by the railway industry to commercial activity in the United States, as well as a vital contribution to operating efficiency within the industry itself.

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15-24 in. and 2-3 ft.  
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Heavy Pecans, 4-5 ft. up to 7 and 8 ft. Japan Persimmons.

**Commercial Nursery Co.**  
DECHERD, TENN.

AMERICAN NURSERYMAN should be regularly on your desk. A business aid. Bristling with exclusive trade news. Absolutely independent. NOT OWNED BY NURSEYMEN.

## LUXURIOUS SHADE in a few short years!



FOR QUICK SHADE, get our Chinese Elm. Beautiful and graceful—grows in 4 to 6 years. Ideal for city street planting, shade around home, windbreaks. Hardy—resists drought, alkali and extremes of temperature. We guarantee to supply only well-rooted, strictly first-class stock. Write for particulars.

Washington Nursery Co.

Box 135 Toppenish, Washington

## BLACK HILLS SPRUCE

2 to 8 ft, B&B—Attractive prices.

**Fairmont Nurseries**

Fairmont,

Minnesota

## Evergreen Transplants

Thousands of Them!

Write for prices—Samples free

Here are just a few of our offerings

100,000 NORWAY SPRUCE, 12-15 in. x trans.  
100,000 AM. ARBOR VITAE, 12-15 in. x trans.  
50,000 MUGHO PINE from Scandinavian seed, 4-6 in. heavy x trans.

Many other sizes and varieties

**The Whitney Evergreen Nurseries**  
Established 1880 WARREN, OHIO

IT COSTS LESS THAN 21 CENTS A MONTH TO KEEP IN TOUCH WITH THE TRADE THROUGH A REAL NURSERY TRADE JOURNAL.

## THE AMERICAN ASSOCIATION OF NURSEYMEN

Is accomplishing much for the Nursery Trade. With a record of fifty-two years of service. Practical departments and active committees. National conventions of inestimable value.

President, Wm. Flemer, Jr., Princeton, N. J.

Unite with Seven Hundred Representative Nurserymen throughout the country to protect your interests and advance your business. Only Nurserymen of high ideals are eligible to membership.

Vice-President, A. M. Augustine, Normal, Ill.

Write **CHARLES SIZEMORE**, Secretary, Louisiana, Mo., for full particulars

Convention Date: Hotel Statler, Boston, Mass., July 16-18, 1929

# Fourteen Thousand Women's Clubs Are Active

In Promoting National Garden Week, April 14-20—They Constitute the General Federation—School Programs, Illustrated Lectures, Etc. on Planting

## NURSERYMEN ARE ASKED TO COOPERATE IN THIS MOVEMENT

A Feature of Inestimable Aid to the A. A. N. National Publicity Campaign

A SIGNIFICANT example of how factors develop to supplement a broad effort, such as the Nurserymen's National publicity Campaign, is the action of the General Federation of Women's Clubs, an aggregation of 14,000 women's organizations throughout the country in spreading widely the federation's propaganda for observance of National Garden Week—April 14-20.

The chairman of gardens, of the federation, Mrs. Alma Margaret Higgins, Butte, Mont., asks that clubwomen, Nurserymen, seed merchants, dealers in tools and garden supplies and local newspapers co-operate in bringing out special garden editions, the clubwomen to furnish the advertising. Other suggestions include talks on gardening, tree-planting and bird sanctuaries broadcast from nearest radio stations; display of films of parks, gardens, flowers and birds at motion picture houses and the planting of trees by women's clubs, churches, schools, fraternal and civic organizations, Boy and Girl Scouts and Camp Fire Girls.

"Request the superintendent of schools to designate Friday afternoon of Garden Week for the presentation of a special program," she asks. "Combine observing Arbor Day with Garden Week. Encourage children to have gardens of their own by offering prizes for the best flower gardens and the best vegetable gardens. Scatter the seed of

your state flower along the highways. Plant evergreens in your home gardens, school grounds and city parks to illuminate next Christmas."

Illustrated lectures on gardens are obtainable from the Department of Agricultural colleges, the art in the home and gardens division of the General Federation, the American Garden Association, Garden City, L. I.; the American Rose Society, West Grove, Pa., and local landscape gardeners. Exhibits in libraries, schools and shop windows of photographs of gardens and bird houses, the organization of garden clubs and prizes for the best gardens are some of the suggestions made by Mrs. Higgins.

### Obstacles Which Impede

THESE obstacles impede progress and prosperity: Too much overhead; trying to grow stock on infertile land, with poorly prepared seed and plant beds; inadequate cultivation; trying to grow stock which can be bought cheaper than the grower can produce it; lack of care in beautifying and keeping up the appearance of lawn and home grounds; failure to be prompt in keeping engagements with prospective customers and failure promptly to meet financial obligations.—T. A. Milstead, Shawnee, Okla., Nursery.

### The Salesman Delivers the Stock

"The salesman who makes the sale personally delivers the goods."

"We have a saying, 'The delivery proves the salesman.' If the salesman has made an error of any kind, the delivery is relentless in showing it. There is, too, a positive side. Delivery gives the salesman an opportunity to talk the merits of the stock—to picture it in the identical surroundings in which it is to grow. There is another chance for him to bond a lasting, profitable friendship with the farmer."

"When they make the deliveries, our salesmen again emphasize the service of our company. They ask the question they are going to ask repeatedly in months to come: 'Are you satisfied with your stock?' It is an easy matter to make anything right that does not seem right—easy at that time to nip in the bud any latent misunderstanding that might grow greater and become a barrier to business."

"A buyer gains confidence when he sees that salesmen know about the stock and its care to insure production."—Edward C. Greening, Secy-Treas. Greening Nursery Co., Monroe, Mich.

IT COSTS LESS THAN 21 CENTS A MONTH TO KEEP IN TOUCH WITH THE TRADE THROUGH A REAL NURSERY TRADE JOURNAL.

### 100,000 Concord Grapes

2 yr. No. 1 Stock, Well Rooted

100	1,000	5,000	10,000
\$2.00	\$15.00	\$70.00	\$125.00

BANGOR NURSERY

BANGOR, MICHIGAN

## PECAN TREES

CAR LOTS our specialty, but we accept orders from nurserymen for any number of trees. Also have Satsuma Orange trees.

Simpson Nursery Co.

Monticello, Fla. Established 1902

## NURSERY TOOLS

LEONARD Full-strapped Spades  
Lead in Every Nursery Section  
Write for 72-page Wholesale Catalog  
Illustrating over 400 Hand Tools.

A. M. LEONARD & SON

PIQUA, OHIO

### WRITE US

if you want a bargain on good  
Barberry Thunbergi, Grape Vines  
and Peach Trees

WILLOWBEND NURSERY

Perry, Ohio

## Peach Pits

The Howard-Hickory Co.  
HICKORY, N. C.

AMERICAN NURSERYMAN, Chief Exponent,  
twice a month \$2.50 per year. Three years, \$6.  
Canada, abroad, 50c extra per year.

## BOXWOOD

Young's Boxwood and  
Evergreens

FOR LINING OUT

My service and stock will please you.

Write for Wholesale Trade List

ROBERT C. YOUNG

Wholesale Nurseryman

GREENSBORO NORTH CAROLINA

## SEEDS

We are now contract-  
ing for 1929 crop.

CHINESE ELM (Ulmus Pumila)

FLOWERING CHERRY (P. tomentosa)

SHI PING CHI & CO.

Y. 791, N. Szechuen Rd., Shanghai, China  
Cable ADD: "SHIPINGCHI" (ABC 5)

## STANDARD GARDEN TRACTOR

Plows  
Seeds  
Cultivates  
Mowings  
and Lawns

A powerful tractor for  
small farms, Gardeners,  
Florists, Nurseries, Fruit  
Growers and Poultrymen.

DOES 4 MEN'S WORK

Walking and Riding Equipment

Free Catalog. Does Belt Work.

STANDARD ENGINE COMPANY

3242 Como Ave. Minneapolis, Minn.

Eastern Branch 204 Cedar St., New York City

## DAHLIA BULBS

You can make money  
selling bulbs to your  
customers or growing them for yourself.  
We grow twenty acres of dahlias for the  
florist trade and can furnish millions of  
bulbs at a reasonable price. Write today  
for wholesale list.

PAYNE FARMS, Dept. A.N., Shawnee, Kan.

## We Will Mail TRADE CIRCULARS PRINTED MATTER

Addressed to

"AMERICAN NURSERYMAN" LISTS

Your Mailing Problem Solved

The AMERICAN NURSERYMAN mailing lists are declared to be the most accurate in existence—the result of years of compilation and hourly revision to keep them up to date. Directory lists are necessarily incomplete and out of date. They are postage-killers.

A SUPERIOR DIRECTORY SERVICE

Send us your Trade Circulars, Price Lists, Bulletins, etc., for mailing out to our comprehensive lists of Nurserymen of U. S. and Canada, in any lots from 1,000 to 5,000 in certain states or sections if desired, at following rates:

	Per M
Lists rental	\$4.00
Addressing	3.50
Folding per fold	.75
Stamping	1.00
Mailing (single inclosure)	2.00
(Each additional inclosure \$1 per M)	

Cash in advance required for postage stamps or other material supplied by us

Matter may be sent to us folded; Government stamped envelopes may be used; thus eliminating folding and stamping costs at this end.

Exclusive, Comprehensive Lists. Time-Saving. Your Mailing Problem Solved.

AMERICAN FRUITS PUB'G. CO.  
P. O. Box 124 Rochester, N. Y.









# 2 New! Sales Winners

IN STOCK

Ready for  
Immediate Shipment

Also the following  
Popular Folders

Roses (Hybrid Tea)  
Bulbs Phlox  
Iris Fruit  
Peony Shrubs  
Gladiolus Dahlias  
Perennials

48 Selected Plate Sheets  
and General Stock  
Catalogs

Makes Selling  
Easier!



These folders are sent  
FREE when requested  
on your business  
stationery

GENESEE PRESS, 192 Mill St., ROCHESTER, N. Y.  
PUBLISHERS OF AMERICA'S FINEST SALES HELPS IN NATURAL COLORS

SEE OTHER SIDE

# Make Your Bulbs Easy to Sell-



**Specifications:**  
Folds to 3 1/4 x 6 1/4. Flat,  
16 1/4 x 6 1/4. 10 Pages.  
Fits small envelope.  
Printed on high-  
grade enamel paper  
with four-color  
process plates and  
allows space for  
your own copy.

**In Full  
Color**

NARCISSUS  
HYACINTHS  
CROCUS  
DARWIN  
AND  
BREEDER  
TULIPS

A forceful folder in natural  
colors that has proven a  
wonderful sales producer to  
Live-a-Wake Nurserymen

## 100,000 Bulb Folders

Ready for immediate shipment in  
orders of 1000 or more

In a few weeks, Tulips, Crocus, Hyacinths,  
etc., will be bursting forth into bloom. Your  
advertising matter should be purchased now.  
Our colored folders, mailed while bulbs are  
in bloom, create new buyers and develop early  
summer orders.



Free  
Copy  
for the  
Asking

This will give some idea  
of the comparative size of  
folder. Convenient for  
the counter, package insert, or envelope  
enclosure. Many Nurserymen have in-  
creased business by mailing this folder  
with their order blank enclosed.

**GENESEE PRESS, 192 Mill St., ROCHESTER, N.Y.**  
PUBLISHERS OF AMERICA'S FINEST SALES HELPS IN NATURAL COLORS

SEE OTHER SIDE









## Control for Root Knot On Apple

A RECENT article on a proposed control method for root knot on grafted apple advocated the use of adhesive tape wrapping of the graft. The tape used by the writers of the article was Johnson & Johnson Nurseryman's Industrial Tape. Send for description of graft and free sample roll of 1/4-inch tape.

**JOHNSON & JOHNSON**  
NEW BRUNSWICK - NEW JERSEY

## JAPANESE FLOWERING CHERRIES

We have the largest commercial collection in the U. S. A.

For Season 1929-1930 we offer 38 varieties, erect and weeping, including some of the rarest.

We still have a few for this spring. Write for descriptive list and prices.

**W. B. CLARKE & SON**  
San Jose, California

## HEAVY, TRANSPLANTED Surplus Nursery Stock

	Per 100
1000 Spirea Thunbergi, 3-4 ft.	\$35.00
750 Redtwig Dogwood, 5-6 ft.	35.00
2000 Regel's Privet (True), 3 ft.	25.00
4500 Wh. Tartarian Honeysuckle, 5-6 ft.	25.00
500 Indian Current, 3-4 ft.	20.00
500 American Plum, 6-8 ft., bushy	50.00

All of the above stock will produce an immediate landscape effect.

Truck and Carlot Orders Packed Free  
Packing otherwise, charged at cost.

**Westcroft Gardens**

GROSSE ILE, WAYNE CO., MICH.  
Ask for list of Perennial and Rock Plants

AMERICAN NURSERYMAN, Chief Exponent,  
twice a month \$2.50 per year. Three years, \$6.  
Canada, abroad, 50c extra per year.

## WHITE SPRUCE

2 to 3 foot, \$1.75 each in quantities of 50 or more

Big sizes for immediate ornamental planting  
on lawn, border or drive.

Lining out stock grown on heavy land to develop compact heavy roots.

Size	Quality	Each	10	100
6 to 7 ft.	All 3 or more times trans. B&B	\$8.00	\$75.00	\$700.00
5 to 6 ft.		2.50	20.00	175.00
4 to 5 ft.		3.50	30.00	275.00
3 to 4 ft.		4.50	40.00	350.00
2 to 3 ft.		6.50	60.00	550.00

Size	Quality	10	100	1000
12 to 18 in. twice trans.		\$4.00	\$30.00	\$250.00
8 to 12 in. twice trans.		3.00	22.00	190.00
4 to 8 in. twice trans.		2.00	15.00	140.00
8 to 12 in. once trans.			7.00	60.00
4 to 8 in. once trans.			6.00	50.00
3 to 6 in. seedlings			2.50	15.00

### DOUGLAS FIR

Size	Quality	Each	10	100
6 to 7 ft.	All 3 times trans. B&B	\$9.00	\$80.00	
5 to 6 ft.		7.00	60.00	550.00
4 to 5 ft.		5.00	40.00	350.00
3 to 4 ft.		4.00	30.00	250.00
2 to 3 ft.		3.00	20.00	175.00
12 to 18 in. once trans.		\$3.00	\$25.00	\$200.00
8 to 12 in. once trans.		2.00	15.00	100.00
4 to 8 in. once trans.			10.00	75.00

### HEMLOCK

Size	Quality	Each	10	100
3 to 4 ft.	All three times trans. B&B	\$3.50	\$30.00	\$250.00
2 to 3 ft.		2.50	20.00	175.00
18 to 24 in.		2.00	15.00	125.00
2 to 3 ft. twice trans.		\$12.00	\$110.00	\$1000.00
18 to 24 in. twice trans.		9.00	80.00	750.00
12 to 18 in. twice trans.		7.50	70.00	650.00

Prices f. o. b. Framingham, packing at cost

Large  
Evergreens

Plenty of choice plants  
in fine varieties for  
Immediate Shipment.



Complete Trade  
List sent on request

High quality stock  
offered at remarkably  
low prices.

## Finest German GRANULATED PEAT MOSS

our U. S. reg. brand "CROP"

BALES CONTAINING 10-20 BUSHELS GROUND PEAT  
CARLOAD LOTS OUR SPECIALTY—DELIVERED TO ANY R. R. STATION IN U. S.  
"FERTILIZED" PEAT MOSS-PLANT POTS

reg. Trade Mark "NURSE"

Far superior to other similar Pots offered in the U. S.—WHY? Because they are "Fertilized"  
Samples and Prices will be mailed on request.

Natural East and West Coast RAFFIA  
Dependable Quality from 50 lbs. up to Carlots

Finest COLORED RAFFIA in 30 different colors

**JULIUS LOEWITH, INC.,** 150 Nassau St., New York

**T. SAKATA & CO.**  
Specialists  
**TREE SEED SHRUB**  
**HERBST BROTHERS**  
42 South Street  
NEW YORK

## Bolling Farms Nurseries

Growers

**ORNAMENTAL SHRUBS,  
BROAD LEAVED EVERGREENS,  
PRIVET, VINES, POPLARS,  
ARBORVITAE**

And other conifers.

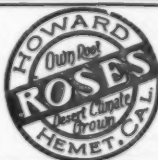
Catalog and list of our offerings will be  
sent upon request.

Bolling, Alabama, Dept. B

## American Bulb Company

Importers and Growers of  
Dutch Bulbs, Cannas, Tuberoses, Gladioli,  
Hardy Lilies, Manetti, Lily of Valley,  
Sphagnum Moss.

Send For Free Catalogue.  
6 Murray St., 182 N. Wabash Ave.,  
New York City Chicago, Ill.



Field-Grown  
Winter Harvested  
**HOWARD  
ROSE COMPANY**  
Hemet, California

## TREE SEEDS

Send for catalog listing Tree, Shrub,  
Perennial and Evergreen Seed. Collected  
from all parts of the world.

**CONYERS B. FLEU, JR.**

6626 Ross St., Germantown, Philadelphia

## Surplus STRAWBERRY Plants

	1000	5,000	10,000
DUNLAP	\$3.50	\$15.00	\$27.50
AROMA	\$4.00	\$18.00	\$35.00
GANDY	\$4.00	\$18.00	\$35.00

Cash, please. Packing free.  
**BRIMM & ANDERSON, Cobden, Illinois**

WE SUGGEST RESERVATION OF ADVERTISING SPACE NOW  
FOR THE COMING ACTIVE MONTHS

In **The American Nurseryman** Chief Exponent of the  
American Nursery Trade

*Exclusively for the Nursery Trade and Allied Interests  
Logical Medium for Inter-Trade Communication  
National and International Circulation*

AMERICAN FRUITS PUBLISHING COMPANY, INC.

39 State St., Rochester, N. Y.

## The Season's Catalogues a Trade Feature

THE usual fine line of Nursery catalogues supplemented the nation-wide efforts of issued for the spring 1929 season ably the A. A. N. Market Development Committee to arouse the country to the importance of increasing the joy of living and enhancing the value of property by intelligent planting of trees and plants. After the will to do had been formed, the means therefor—material and methods were laid before the people in attractively illustrated lists of horticultural products in a wide range of kinds and varieties.

With the coming of warm weather and long in anticipation thereof, business ensued.

The 160-page 75th anniversary, diamond jubilee retail catalogue of the Storrs & Harrison Co., Painesville, O., bears on its colorful covers an attractive range of blooming plant representations, including a jubilee shrub collection, a jubilee rose offer, a hardy perennial offer and an evergreen jubilee special. First page of the catalogue is one of personalities in which tribute is paid to those who, three-quarters of a century ago, founded this great business requiring 1500 fertile acres, numerous greenhouses, office and other buildings—Jesse Storrs, J. J. Harrison, William Storrs and Willis Storrs and the successors, Robert George, E. B. George and John H. Dayton. A 1929 page of the family album presents the likenesses of the present administrative officers: President and General Manager W. C. Harrison; Treasurer and Vice-President C. H. Shumaker; Secretary and Sales Manager Howard S. Chard; Catalogue Editor and Landscape Advisor Burr T. Belden. This year's catalogue is regarded as the finest the company has produced, presenting graphically the counters of the leading departmental Nursery of America, replete with dependable products. "Shop to your heart's content."

Nurserymen who visited the rose garden of the Roberts Rose Company, in Englewood, Colo., last June, on the occasion of the A. A. N. convention, were reminded forcibly of the attractiveness of the place when they received the tasteful folder sent by the company this spring with illustrations of striking features.

The specialty of the Ferndale Nursery,

Askov, Minn., hardy ferns and rock garden plants, is presented effectively in 30 pages of descriptive illustrated lists.

Montbretia and gladiolus hybrids are listed with delicately colored attached sheets in a listing by DeGraaff Bros. Co., Noordwijk, Holland.

Semi-tropical plants are featured in the wholesale catalogue of Griffing Nurseries, Beaumont, Tex. The company announces that it is endeavoring to use the A. A. N. Standardized Plant Names and to be governed by the national association's standardized system of grading. The trade is referred, in this catalogue, to Secretary Charles Sizemore of the A. A. N., for particulars on the subject of grading.

The seed catalogue of T. Sakata & Co., Yokohama, Japan, whose American representatives are Herbst Brothers, 42 South St., New York City, is a valuable listing for the Nurserymen's desk.

"Hardy Plants for Canadian Homes," is the title of a comprehensive retail listing by the McConnell Nursery Co., Port Burwell, Ontario. It is the company's only salesman.

C. A. Bunting, of Buntings' Nurseries, Selbyville, Del., issues an effectively illustrated catalogue in black and white and colors, listing fruit and ornamental stock in wide range of kinds.

Not the least of the attractions of the various forms of publicity employed by Jackson & Perkins Co., Newark, N. Y., are the cartoons depicting the lively activities of Jack and Perk. A recent bulletin showed Jack in the air guiding a plane heavily laden with ornamental Nursery stock while Perk stands on one of the wings waving a B&B product and shouting to a passing aviator: "How Many?" To which the other replies: "All you got!"

From New Haven, Mo., comes the retail catalogue of the New Haven Nurseries of J. Bagby & Sons Co., bearing on the front cover the insignia of the Nurserymen's National Publicity Campaign and containing Nursery scenes and stock listings—strong on the fruit line.

Spring 1929 general price list of the Naperville, Ill., Nurseries presents cover views in color of propagating beds and

stock in field, with views on inside pages of blocks of shrubs and trees.

Greening Nursery Co., Monroe, Mich., in its book of Nursery products, "America More Beautiful" presents a comprehensive list of trees and plants grown on the company's 1500-acre properties. Pages to the number of 144 and four colored inserts are not sufficient to tell the story, for the catalogue includes three large folders in colors showing perennials, shrubs and fruit-bearing plants. The company's landscape department is especially featured.

The April 1 trade announcement of D. Hill & Company is in the form of a broadside 19 x 24 inches, listing, on one side a great variety of evergreens for landscape work all balled and burlapped, and on the other side an equally long list of lining-out evergreens in assortment of once and twice transplanted and grafts, plainly marked.

Section II of Year Book 39 Catalogue of Little Tree Farms, Framingham Center, Mass., in an elaborate cover and in size 9 1/4 x 12 1/4 inches make the company's usual striking appeal in behalf of evergreens of all kinds. The illustrating is profuse, listings including pricing with each item. Lists of lawn and garden furnishings occupy several pages.

Offerings of A. E. Kunderd, Goshen, Ind., gladiolus specialist are attractively presented in an illustrated folder a principal feature of which is a panoramic view, 7 1/2 x 16 1/2 in., of the well-known extensive establishment, an imposing lay-out indeed.

The series of bulletins, in color, put out by the Mount Arbor Nurseries, Shenandoah, Ia.,—really catalogues—constitute effective presentment of this company's great stock in practically endless variety.

Information of value to Nurserymen producing fruit trees and plants is contained in the 314-page book of proceedings of the New York State Horticultural Society, of which Roy P. McPherson, Le Roy, N. Y., is secretary.

## MISCELLANEOUS

### STOCK FOR SALE ORNAMENTALS

WOOD LAWN NURSERY, Greenville, Ga. One hundred Magnolia Glauca Trees, Evergreen Seedling Pine Trees, Rooted White Cherokee Roses, Evergreen Yucca Plants for \$50.00. F. O. B. Greenville, Ga.

Russian Golden, Nioba, Wisconsin Weeping Willows, well branched, 4-5 ft., 35c each. White Ash, well branched, 6-8 ft., 65c each. American Elms, well branched, 6-8 ft., 65c each. Siberian Pea Tree, 24-30 in., 25c each. American Elder, heavy stalks, 4-6 ft., 60c each. Russian Mulberry, 2-3 ft., 20c each. Cut Leaf Sumac, 4-5 ft., 50c each. Marguerites, large field clumps, \$1.00. Mixed Dahlias, 25c each. Packing free. Bahr Nursery, Manitowoc, Wis.

### ROSES

#### BENCH ROSE PLANTS

Butterfly, grafted, \$100 per 1000. Premier, Columbia, own root, \$80 per 1000. Butterfly ready now. Premier and Columbia ready later. This low price on account of stock must be moved quick. TERMS: C. O. D. on unestablished accounts. Packing at cost. J. F. Wilcox & Sons, Council Bluffs, Ia.

### WILL EXCHANGE

TO EXCHANGE—150 Wisconsin Weeping, 300 Russian Golden, and 300 Nioba Weeping Willows, 4-5 ft., 25c each; Marguerites, \$2.00 per 100. For Philox, Paeonies, Lily or Tulip Bulbs. Bahr Nursery, Manitowoc, Wis.

### BOOKS

BAILEY'S STANDARD CYCLOPEDIA OF HORTICULTURE, 2 vols. Illustrated. Fully indexed. 3639 pages. Indispensable for horticultural reference. The standard authority everywhere. Sold only in complete sets. Price \$25 per set. American Fruits Pubg. Co., P. O. Box 124, Rochester, N. Y.

LIST OF 119 BOOKS on Horticultural subjects covering Nursery, Greenhouse, Field, Ornamental and Fruit Stock, Vines, Insecticides, Spraying, Landscaping, Diseases, Insects, Orchards, Gardens. Seven books on Landscape Gardening. List sent on request. American Fruits Pubg. Co., P. O. Box 124, Rochester, N. Y.

See you saw it in "American Nurseryman"

## WANTED, FOR SALE

### Wholesale Nursery Business and Orchard For Sale

This nursery is situated sixty-five miles east of Chicago, Ill., in one of the most progressive little towns of the country. Good new building modern in every way. All property free from incumbrances. Seventy acres of land, rich sandy loam adapted for fruit growing and nursery stock.

Reason for selling: Owner past sixty-seven years of age, wishes to retire after thirty-seven years of successful fruit growing and wholesale nursery business on this place.

This is a great opportunity for a man of ability to continue a good paying business already established, and expand it if he desires. Transfer can be arranged now, to take possession June 1st next, at end of fiscal year. It will take fifteen thousand dollars cash to swing this deal, or proper backing.

Address B-110, care American Nurseryman, Rochester, N. Y.

### Who Wants a Combination Man?

35 years of age, well known to the trade. Practical in any capacity in Nursery Business. Can handle any end in Executive capacity including sales, advertising and catalog end of the business. Would like to connect with a concern handling wholesale and catalog business.

B-120, c/o American Nurseryman, Rochester, N. Y.

### Nurseryman Wanted

Thoroughly experienced in growing, and capable of handling help.

A. J. STAHELIN

18501 Grand River Ave., Detroit, Mich.

## THIS SPACE

\$2.80 Per Month Two Insertions  
1st and 15th  
65 Cents Per Week  
Under Yearly Term: \$2.50 Per Month



## The Preferred Stock



### "IT'S NOT A HOME UNTIL IT'S PLANTED"

Perk likes that slogan. He's proud, too, of the way we're meeting the biggest Spring demand in J & P history. "Tell 'em," he says, "that we're in great shape to take care of orders—immediate shipment if they want it. And of course that J & P is still 'the Preferred Stock'."

"Oh, yes," he added. "Remind them that we have plenty of

Potted, Field-Grown

ROSE TALISMAN

at \$15.00 per 10, \$125.00 per 100,

\$1000.00 per 1000

—available for late April and early May delivery. This gorgeous hybrid just won another gold medal—at the International Flower Show in New York. It's so vigorous, so hardy, so free-blooming, that anyone can grow it successfully."

For myself, I'd like to ask if you've ordered plenty of J & P Preferred

Gypsophila Bristol Fairy

Flowering Crabs

Flowering Cherries

Barberry, Hybrid Tea Roses, Privet

Yours for more "planted" homes,

Jack

**Jackson & Perkins Company**  
Wholesale Only  
Newark, New York.

## 50,000 ROSES

## Leading Commercial Varieties

**C. E. WILSON & CO., Inc.**

MANCHESTER, CONN.



### Stock in Cold Storage Boxed Lots

at

ST. LOUIS, MISSOURI

CHICAGO, ILLINOIS

ROCHESTER, NEW YORK

### Guarantee Quick Shipment

List showing items available ready April 1st.

Prices F. O. B. Above Points.

Ask for your copy of List.

**The Huntsville Wholesale Nurseries**  
Huntsville, Alabama

## Wayside Gardens

HARDY PERENNIAL PLANTS  
EXCLUSIVELY

Write for Trade List.

**THE WAYSIDE GARDENS COMPANY**  
MENTOR, OHIO

## Vincennes Nurseries

W. C. REED & SON

VINCENNES, IND.

### Announcements

### For Spring 1929

**CHERRY**—One year, in car lots or less  
Both Sweets and Sours

**CHERRY**—2 year—all grades

Limited amount of both Sweets and Sours

**PEAR and PLUM**—XX & 11/16 leading varieties

**TURLEY APPLE Trees**—One year Buds, 4 to 6 ft.

## Your Advertisement In THIS SPACE

Will Go Into  
Every State In the Union

**\$6.25 per Issue**

(Under Yearly Term, \$5.60)

**AMERICAN NURSERYMEN**

P. O. BOX 124

ROCHESTER, N. Y.

Here are the PLAIN FACTS about HILL'S EVERGREENS for Delivery NOW!

April 15th

HILL'S

April 15th

## LINING OUT EVERGREENS

You can no longer put off ordering Evergreens. The stock is all ready to ship. Herewith is a list of just what is available for your needs. We had a most favorable winter, with an abundant protection of snow, covering the little trees. Never before have we had such fine stock to offer. Every single tree is freshly dug from the nursery for your order.

The assortment includes seedlings, once transplanted, twice transplanted sizes and grafts. Every item is plainly marked so you can see exactly what this stock is. Seedlings are tied in bundles of 50, transplanted stock in bundles of 25.

Plant HILL'S EVERGREENS, the stock with an established reputation of quality, backed by a firm specializing in the production of Evergreen Trees alone. We stand back of our trees.

Look over the list now and get your order in while the list is still complete.

				SIZE		100	1000					SIZE		100	1000
						in.	\$							\$	\$
Abies arizonica (Cork Fir)	o	2-4					\$10.00	\$90.00	Pinus nigra (Austrian Pine)	o	4-6				\$ 3.50 \$25.00
Abies balsamea (Balsam Fir)	x	4-6					6.00	50.00	Pinus nigra (Austrian Pine)	x	6-8				6.00 50.00
Abies balsamea (Balsam Fir)	x	6-8					8.50	75.00	Pinus nigra (Austrian Pine)	x	8-10				7.00 60.00
Abies balsamea macrocarpa (Long Needled Balsam)	xx	6-8					10.00	90.00	Pinus nigra (Austrian Pine)	x	10-12				9.00 80.00
Abies fraseri (Fraser Fir)	xx	4-6					6.00	50.00	Pinus nigra (Austrian Pine)	xx	10-12				25.00 240.00
Abies homolepis (Nikko Fir)	x	4-6					8.00	70.00	Pinus ponderosa scopulorum (Ponder. Pine)	o	6-8				3.00 20.00
Abies veitchii (Veitch Fir)	xx	6-8					10.00	90.00	Pinus ponderosa scopulorum (Ponder. Pine)	o	8-10				3.50 25.00
Cedrus atlantica (Atlas Cedar)	o	2-4					5.00	40.00	Pinus ponderosa scopulorum (Ponder. Pine)	xx	8-10				8.00 70.00
Cedrus deodara (Deodar Cedar)	o	2-4					5.00	40.00	Pinus strobus (White Pine)	o	4-6				3.00 20.00
Cedrus deodara (Deodar Cedar)	o	4-6					6.00	50.00	Pinus strobus (White Pine)	o	6-8				3.50 25.00
Juniperus chinensis (Chinese Juniper)	o	4-6					7.00	60.00	Pinus strobus (White Pine)	x	8-10				6.00 50.00
Juniperus chinensis alba (White Tipped) Grafts							50.00		Pinus sylvestris (Scotch Pine)	o	4-6				2.50 15.00
Juniperus pfitzeriana (Pfitzer Juniper)	x	4-6					14.00	130.00	Pinus sylvestris (Scotch Pine)	o	6-8				3.00 17.50
Juniperus pfitzeriana (Pfitzer Juniper)	xx	8-10					25.00	240.00	Pinus sylvestris (Scotch Pine)	x	8-10				6.00 50.00
Juniperus chinensis pyr. blue (Column Chinese Jun.)	Grafts						65.00		Pseudotsuga douglasii (Douglas Fir)	xx	8-10				15.00 140.00
Juniperus chinensis pyr. green (Column Chinese Jun.)	Grafts						50.00		Pseudotsuga douglasii (Douglas Fir)	xx	10-12				20.00 190.00
Juniperus chinensis sargentii (Sargent Juniper)	Grafts						50.00		Taxus cuspidata (Japanese Yew)	o	4-6				10.00 90.00
Juniperus communis (Common Juniper)	o	6-8					3.50	25.00	Taxus cuspidata (Japanese Yew)	x	4-6				20.00 190.00
Juniperus communis depressa (Prostrate Juniper)	o	6-8					5.00	40.00	Taxus cuspidata nana (Dwarf Jap. Yew)	x	4-6				20.00 190.00
Juniperus communis depressa (Prostrate Juniper)	xx	10-12					35.00	300.00	Thuja occidentalis (American Arborvitae)	x	10-12				7.50 65.00
Juniperus communis depressa (Prostrate Juniper)	xx	12-18					50.00	450.00	Thuja occidentalis (American Arborvitae)	xx	8-10				8.50 75.00
Juniperus communis depressa—Vase Shape	Grafts						50.00		Thuja occidentalis (American Arborvitae)	xx	10-12				10.00 85.00
Juniperus communis depressa prostrata—New	Grafts						65.00		Thuja occidentalis (American Arborvitae)	xx	12-18				20.00 190.00
Juniperus communis hibernica (Irish Jun.)	x	8-10					11.00	100.00	Thuja occidentalis (American Arborvitae)	xx	18-24				25.00 240.00
Juniperus excelsa stricta (Spiny Greek Jun.)	xx	6-8					20.00	175.00	Thuja occidentalis (American Arborvitae)	xx	24-36				35.00 325.00
Juniperus horizontalis douglasii (Waukegan Juniper)	xx	6-8					20.00	175.00	Thuja douglasii aurea (Doug. Gold. Arb.)	xx	8-10				15.00 140.00
Juniperus japonica (Procumbens)	Grafts						60.00		Thuja douglasii pyr. (Doug. Pyr. Arb.)	xx	6-8				15.00 140.00
Juniperus sabina (Savin Juniper)	xx	10-12					40.00	375.00	Thuja douglasii pyr. (Doug. Pyr. Arb.)	xx	8-10				20.00 190.00
Juniperus sabina horizontalis (Bar Harbor Juniper)	x	4-6					13.50	125.00	Thuja occidentalis globosa	x	4-6				6.00 50.00
Juniperus scopulorum (Colorado Juniper)	o	4-6					6.00	50.00	Thuja occidentalis globosa	xx	8-10				12.00 110.00
Juniperus scopulorum (Colorado Juniper)	o	6-8					8.00	70.00	Thuja occidentalis globosa	xx	8x8				30.00 250.00
Juniperus cannarti (Cannart Redcedar)	Grafts						45.00		Thuja occidentalis hoveyi (Hovey Arb.)	x	10-12				10.00 90.00
Juniperus elegantissima (Goldtip Redcedar)	Grafts						75.00		Thuja occidentalis hoveyi (Hovey Arb.)	xx	8-10				12.00 110.00
Juniperus glauca (Silver Redcedar)	Grafts						45.00		Thuja occidentalis hoveyi (Hovey Arb.)	xx	12-18				17.50
Juniperus Kosteri (Koster Redcedar)	xx	8-10					30.00	275.00	Thuja lutea (George Peabody Arborvitae)	xx	6-8				35.00
Juniperus schottii (Schott Redcedar)	Grafts						45.00		Thuja occ. pyramidalis (Hill Pyramidal Arborvitae)	xx	10-12				15.00 140.00
Fachysandra terminalis (Japanese Spurge)	x	4-6					6.00	45.00	Thuja occ. pyramidalis (Hill Pyramidal Arborvitae)	xx	12-18				40.00 375.00
Picea canadensis (White Spruce)	o	4-6					4.00	30.00	Thuja occ. pyramidalis (Hill Pyramidal Arborvitae)	xx	18-24				50.00 475.00
Picea canadensis (White Spruce)	o	6-8					4.50	35.00	Thuja occ. pyramidalis (Hill Pyramidal Arborvitae)	xx	24-30				75.00 700.00
Picea canadensis (White Spruce)	x	8-10					7.00	60.00	Thuja occidentalis recurva	xx	8-10				20.00
Picea canadensis (White Spruce)	x	10-12					10.00	90.00	Thuja occidentalis rosenhalli (Rosenthal Arborvitae)	xx	6-8				20.00 190.00
Picea canadensis (White Spruce)	xx	10-12					20.00	190.00	Thuja occidentalis umbraculifera	xx	6-8				20.00 190.00
Picea canadensis (White Spruce)	xx	12-18					25.00	240.00	Thuja occidentalis wareana (Ware Arb.)	xx	8-10				15.00 140.00
Picea excelsa (Norway Spruce)	o	4-6					2.50	15.00	Thuja occidentalis woodwardi (Woodward Arborvitae)	xx	8-10				15.00 140.00
Picea excelsa (Norway Spruce)	o	6-8					3.00	17.50	Thuja occidentalis woodwardi (Woodward Arborvitae)	xx	10-12				40.00
Picea excelsa (Norway Spruce)	x	8-10					7.50	60.00	Thuja or. aurea nana (Berckman Gol. Arb.)	x	4-6				13.50 125.00
Picea excelsa (Norway Spruce)	x	10-12					11.00	100.00	Thuja orientalis compacta	x	4-6				13.00 120.00
Picea excelsa (Norway Spruce)	xx	8-10					12.00	110.00	Thuja orientalis compacta	x	6-8				15.00 140.00
Picea excelsa (Norway Spruce)	xx	10-12					13.50	125.00	Thuja or. Pyramidalis (Oriental Pyramidal Arborvitae)	x	4-6				13.00 120.00
Picea excelsa (Norway Spruce)	xx	12-18					16.50	150.00	Thuja or. Pyramidalis (Oriental Pyramidal Arborvitae)	x	6-8				15.00 140.00
Picea pungens (Colorado Blue Spruce)	o	4-6					4.50	35.00	Thuja or. Pyramidalis (Oriental Pyramidal Arborvitae)	x	8-10				17.50 165.00
Picea pungens (Colorado Blue Spruce)	x	8-10					13.00	120.00	Tsuga canadensis (Canada Hemlock)	xx	4-6				13.50 125.00
Picea pungens (Colorado Blue Spruce)	x	10-12					16.00	150.00	Tsuga canadensis (Canada Hemlock)	xx	6-8				16.50 150.00
Pinus montana uncinata (Large Swiss Pine)	o	6-8					3.50	25.00	Tsuga canadensis (Canada Hemlock)	xx	10-12				40.00 375.00
Pinus mugho (Hill Mugho Pine)	xx	4-6					11.00	100.00	Tsuga canadensis (Canada Hemlock)	xx	12-18				50.00 475.00
Pinus mugho (Hill Mugho Pine)	xx	6-8					14.00	130.00							
Pinus mugho (Hill Mugho Pine)	xx	8-10					37.50	325.00							

50 of the same variety and size at 100 rate; 500 of the same variety and size at 1000 rate.  
o—indicates never transplanted, suitable for bedding out. Each x indicates one transplanting.  
WE ALLOW 3% DISCOUNT AND BOX FREE WHEN CASH ACCOMPANIES ORDER.

# D. HILL NURSERY Co.

EVERGREEN SPECIALISTS - LARGEST GROWERS IN AMERICA

BOX 402

DUNDEE ILL.



